

105/24

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Access DB# 98091

## SEARCH REQUEST FORM

Scientific and Technical Information Center

Requester's Full Name: W. J. ADAMS Examiner #: 78738 Date: 7-3-03  
 Art Unit: 3625 Phone Number: 30605-4252 Serial Number: 09/605818  
 Mail Box and Bldg/Room Location: 7B27 Results Format Preferred (circle): PAPER DISK E-MAIL

If more than one search is submitted, please prioritize searches in order of need.

\*\*\*\*\*

Please provide a detailed statement of the search topic, and describe as specifically as possible the subject matter to be searched. Include the elected species or structures, keywords, synonyms, acronyms, and registry numbers, and combine with the concept or utility of the invention. Define any terms that may have a special meaning. Give examples or relevant citations, authors, etc, if known. Please attach a copy of the cover sheet, pertinent claims, and abstract.

Title of Invention: System For Utilizing Reservation Information  
 Inventors (please provide full names): JAY WALKER

Earliest Priority Filing Date: 06/28/2000 7/1

\*For Sequence Searches Only\* Please include all pertinent information (parent, child, divisional, or issued patent numbers) along with the appropriate serial number.

Please search claims 32, 38, 46, 50, 59, 63, 72, and 76.

The Feature I'm looking for is Comparing  
 Existing Market Share with current  
 Market Share and selecting a supplier  
 or retailer based on the outcome.

All claims are attached.

Also attached is a part of the spec that  
 talks about the Market Share Value.

## STAFF USE ONLY

Staff Use Only	Type of Search	Vendors and cost where applicable
Searcher: <u>George DeNault</u>	NA Sequence (#) _____	STN <u>\$45.00</u>
Searcher Phone: <u>305-5774</u>	AA Sequence (#) _____	Vialog <u>\$950.00</u>
Searcher Location: <u>ETL 3610</u>	Structure (#) _____	Questel/Orbit _____
Date Searcher Picked Up: <u>7-12-2003</u>	Bibliographic <input checked="" type="checkbox"/>	Dr. Link _____
Date Completed: <u>7-13-2003</u>	Litigation _____	Lexis/Nexis _____
Searcher Prep & Review Time: <u>60</u>	Fulltext _____	Sequence Systems _____
Clerical Prep Time: _____	Patent Family _____	WWW/Internet <input checked="" type="checkbox"/>
Online Time: <u>300</u>	Other _____	Other (specify) _____

? t 07051247/7

07051247/7

DIALOG(R)File 16:Gale Group PROMT(R)  
(c) 2003 The Gale Group. All rts. reserv.

07051247 Supplier Number: 58326635 (THIS IS THE FULLTEXT)  
**(C.sup.3): Enhancing Profitability through Effective Contract Management.**  
Med Ad News, v18, n6, pS3  
June, 1999  
TEXT:

KPMG's Contract Configurator and Calculator ((C.sup.3)) is among the pharmaceutical industry's first truly flexible, business-driven contract management systems. (C.sup.3) is designed to streamline business practices and provide the agility required to adapt them as corporate strategies.

In developing (C.sup.3), KPMG set out to build a contract management solution to meet the pharmaceutical industry's most pressing business needs, starting with the retention and expansion of existing contract portfolios. This challenge translates into requirements for reduced processing time, improved rebate and chargeback accuracy, and delivery of better, faster information to yield more informed business decisions.

(C.sup.3) addresses today's business agenda

(C.sup.3) was architected to provide increased capabilities to respond to business shifts and opportunities while accommodating historical data. It also helps maximize sales and contract compliance with advanced data cleansing, reconciliation and profitability features while versatile reporting capabilities allow a wide range of information viewing Options.

From the beachhead already established within the pharmaceutical rebate arena, (C.sup.3) can be readily scaled to include other industry sectors such as PBMs, chargebacks, Medicaid, and retail.

Advanced technology, rapid implementation

(C.sup.3) is a flexible, financially viable solution that can be rapidly implemented by pharmaceutical companies at far less cost -- and risk -- than proprietary systems developed in-house. It supersedes a host of industry-standard legacy packages that do not offer the adaptability and flexibility today's business environment requires.

Developed to be a modular system, (C.sup.3) is based on market-proven software engines. It employs advanced object-oriented software technology throughout, speeding implementation and delivering extremely flexible rebate structuring facilities.

Highly compatible with existing enterprise software investments, (C.sup.3) interfaces with popular enterprise resource planning (ERP) systems from SAP, Oracle, J.D. Edwards, and PeopleSoft, using the Oracle database for data warehousing. In addition, it incorporates KPMG's TRACK-UR, a widely used software application that analyzes and validates the prescription utilization data supplied to pharmaceutical companies by PBMs, mail service pharmacies, and HMOs.

(C.sup.3) functional overview

(C.sup.3)'s Contract Configurator suite offers a complete set of tools for flexible contract management, including Rebate Agreement, the easy-to-use Rebate Wizard (see section below), a formulary database, descriptions of therapeutic categories, and membership and eligibility data.

(C.sup.3) supports a wide range of rebate structures, including:

- \* Administrative Fee based on Total Utilization, which establishes a flat rebated amount based on total utilization
- \* Historical Benchmark Rebate, which establishes rebate rates based on past performance
- \* Market Share Tiered Rebate, which creates a predefined tier structure with corresponding rebate rates based on current market share
- \* Rebate & Chargeback Management capabilities, which include Data

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Submission, Validation, integrated Rebate & Administrative Fee Calculation, Review & Analysis, an InstaFix Adjustment module, Reconciliation & Payment, and Dispute Resolution. Highlights of the rebate facilities include:

- \* The ability to generate electronic reconciliation files at the same level of customer claim data (Rx, NDC, Plan, National).

- \* Feeding all claims data (electronic and manual data) through an initial Validation Module that validates data, automatically handling valid claims and providing easy resolution for disputed claims.

Integral to (C.sup.3)'s effectiveness is its TRACK-UR module, which provides pharmaceutical companies with a tool to analyze and validate prescription utilization based on the parameters of their customer contracts. It highlights trends in the data (such as high sales combined with low pull-through), reveals inaccurate utilization data (which could result in additional rebates), enhances knowledge of customer data and activities, and helps identify customer strengths and weaknesses.

As much as 25 percent of drug utilization data may be suspect -- the result of simple mistakes, inefficiencies, or, sometimes, fraud. Bad data results in overpayments to PBMs, mail service pharmacies, and HMOs, which can add up to hundreds of thousands of dollars. TRACK-UR helps pharmaceutical manufacturers and their business partners create and maintain contracts that are equitable and auditable. It delivers accurate data, helps facilitate improved relationships, and often results in significant savings.

(C.sup.3)'s broad Informational Reporting facilities allow detailed, customized reporting and ad hoc reporting to be generated by application users. In addition to Management Reporting, this module provides Claims Tracking and Audit & Control functions.

Embracing the Web -- and the enterprise

The (C.sup.3) system employs a three-tier architecture with graphical user interfaces. The user interfaces sit atop a Backbone comprising business logic and a service layer, which in turn runs on the Oracle relational database. A cross-platform foundation, the Backbone enables browser-based applications to be readily developed, taking advantage of corporate computing power while simplifying deployment and maintaining auditability. In embracing the Web, (C.sup.3) applications can be easily targeted for internal intranet applications, as well as distributed Web applications for business partners.

(C.sup.3) was designed to readily integrate with leading ERP application suites from SAP, Oracle, J.D.Edwards, and PeopleSoft, which collectively power many organizations in the health care industry. This is accomplished through (C.sup.3)'s Packaged Bridge module.

The remarkable Rebate Wizard

Unique to (C.sup.3), the Rebate Wizard gives contract managers the powerful tools they need to create flexible rebate agreements. It can be used to define an unlimited number of rebate structures, from calculations to tiered lookups, to tiers and decision branches.

With the Rebate Wizard, contracts can be built and segmented in any number of categories, including account attributes and therapeutic classes. Rebate structures can be associated at any level of the contract, providing complete flexibility in contract representation by removing the system limitations that inhibit effective contract negotiation.

Rebate Wizard features and benefits

The Rebate Wizard is a step-by-step tool for creating new types of rebate structures. It was designed to remove the barriers of complexity and rigidity that have hindered traditional contracting systems.

(C.sup.3)'s Rebate Wizard will establish and calculate any desired rebate based on existing data elements. Script-level validation enables processing of script-level claim data against a set of business rules. These rules can range from simple range and value checks to sophisticated duplicate, crossover, and dosage checks. Validation frees manufacturers from dependence on summary-level data from trading partners, which can

often be unreliable. Summary-level validation is also performed on all other data received, either manually input or paper based.

The Rebate Wizard's Membership graphical user interface provides a tool for maintaining membership and eligibility information in a consistent manner across PBMs and HMOs. Information typically captured in this component includes plan name, plan number, start and end dates, number of lives, type of business segment, formulary name, formulary number, and numerous other elements. This tool tracks changes in membership from quarter to quarter and provides reporting capability.

(C.sup.3)'s rebate processing functions combine the output of submission validation with the agreements created using the Rebate Wizard, helping ensure accurate calculation and payment of rebates at the account and plan levels.

(C.sup.3)'s Rebate Wizard delivers an array of compelling benefits, including:

- \* Script-level claim data validation
- \* Pricing of Medicaid rebates can be performed within the (C.sup.3) application
- \* Data that can be replicated to the field force for use at the point of negotiation
- \* Superior reconciliation facilities.

KPMG's strong solution delivery experience

Rigorous, methodical project management is essential in the cost-effective delivery of business-critical systems like (C.sup.3). KPMG's project management approach divides (C.sup.3) implementation into four discrete phases, each with its own set of objectives, deliverables, milestones, and feedback loops. The phases, and their functional requirements, are as follows:

\* Phase I: Analyze. This phase starts with a project kickoff and a review of the client's functional requirements. Working sessions are then conducted to refine business and user requirements. Business models are developed, and the technology architecture is identified and reviewed. A gap analysis is performed to quantify the difference between current and projected system capabilities. Last, a multistage implementation plan is developed.

\* Phase II: Design. The project gets under way with the creation of a data model, the subsystem definition and development of technical specifications. Object models and system process flows are also created, and user interfaces designed. Migration plans are made to transfer business processes from old systems to (C.sup.3). Configuration parameters are identified, and data conversion and loading processes are defined. Test plans are also made in anticipation of Phase IV.

\* Phase III: Develop. (C.sup.3)'s databases are converted and data is converted and/or loaded. Subsystems are developed and unit-tested, and automated test scripts created. User training plans and materials are also prepared.

\* Phase IV: Test & Deploy. The final phase of (C.sup.3) implementation starts with the loading of live data. Subsystems are installed, and integrated system testing is performed. User acceptance testing is executed, followed by user training. Finally, KPMG helps ensure a smooth launch of the new system by monitoring and evaluating the transition.

KPMG's newest end-to-end solution

KPMG has a rich history in working with pharmaceutical clients around the world. The latest addition to KPMG's broad array of health care offerings, (C.sup.3) is central to KPMG's strategy to provide end-to-end solutions that meet pharmaceutical companies' stringent requirements as they compete in today's dynamic marketplace.

Taming Change, Improving Your Business

KPMG's Health Care Consulting Practice

Perhaps more than in any other industry, constant, massive change is

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the primary business driver in health care. Increasing competition, heightened customer expectations, regulatory issues and evolving delivery paradigms all put pressure on health care executives as they navigate their organizations through environmental turbulence.

A holistic approach

KPMG's Health Care Consulting Practice is here to help you tame change -- and improve the way your business functions. With hundreds of clients across the United States, we understand the critical link between a winning business strategy and sustained competitive advantage.

KPMG Health Care focuses on assisting clients with end-to-end solutions; our strategy, operations, and financial and information technology professionals understand the complex market challenges and opportunities facing the interdependent companies that comprise the health care ecosystem.

Business-critical solutions

Whether your organization is a pharmaceutical, med-tech or biotech company, or a hospital, health care system, physician organization or managed care organization, we can help you find answers to pressing business challenges such as:

- \* How can my organization sustain aggressive growth?
- \* How can my organization anticipate and react faster to changing external threats and opportunities?
- \* How can I effectively integrate a newly acquired firm to realize long-term value?
- \* How can we respond more effectively to customer needs and demands?

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DIALOG(R)File 15:ABI/Inform(R)

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00937140 95-86532

**Some IS vendors aim for one-stop shopping, others retrench**

Bergman, Rhonda

Hospitals & Health Networks v68n21 PP: 66 Nov 5, 1994 CODEN: HOSIAJ

ISSN: 1068-8838 JRNL CODE: HPT

DOC TYPE: Journal article LANGUAGE: English LENGTH: 1 Pages

WORD COUNT: 735

**ABSTRACT:** The departure of Ameritech and Bell Atlantic from the health information systems (IS) market has caused some to wonder whether telecommunications companies, which were once bullish on health care ventures, are taking a 2nd look at their expectations. Longtime vendors that have undergone mergers and acquisitions in the past year are revising their health information system (IS) strategies. Ralph Wakerly of First Consulting Group says vendors are speculating that their survival hinges on becoming all-purpose IS vendors, so they are merging or acquiring in order to provide a full complement of products. Large IS vendors should weather current market changes because of their strong client bases, reputations, and access to capital for research, development, and possible acquisitions, Wakerly says.

**TEXT:** Telecommunications giant Ameritech boosted its profile in the health care information systems market when it launched a subsidiary, Health Connections, in 1992. The move seemed to be choreographed with previous efforts by Ameritech to establish a health care presence, including a major acquisition.

But earlier this fall the Chicago-based "Baby Bell" dismantled Health Connections, a developer of community health information networks and clinical systems. Those operations were merged into Ameritech's core business groups. Four senior management positions at Health Connections were subsequently lost in the shuffle.

Though health care remains on Ameritech's strategic radar screen, its integration with Ameritech's core divisions is designed to give customers better access to corporate resources and capabilities, according to a spokeswoman.

Still, one has to wonder whether telecommunications companies, which were once bullish on health care ventures, are taking a second look at their expectations. Can health care stack up against the lure of emerging consumer, markets in telecommunications, s as entertainment and interactive s vices, for example?

One recent high-profile departure from health care underlines that question. Earlier this year, Philadelphia-based Bell Atlantic sold the health care IS division it bought in 1990 in order to redirect focus on its core communications, information and entertainment businesses.

In addition to relative newcomers, longtime vendors that have undergone mergers and acquisitions in the past year are revising their health IS strategies. Call it instability or ongoing consolidation; the result is uncertainty when hospitals and health systems go IS shopping.

What does the future hold?

To survive today, IS vendors need both a good track record and something

## Search Report from Ginger R. DeMille

unique to offer the marketplace, says Ralph Wakerly, national director of community health information networks for First Consulting Group, Chicago. More importantly, IS products should be cost-justifiable and capable of supporting integrated health care delivery.

Wakerly says that the recent acceleration of acquisitions and mergers among vendors echoes the consolidation occurring among providers. Vendors are speculating that their survival hinges on becoming all-purpose IS vendors, so they're merging or acquiring in order to provide a full complement of products. For example, HBO & Co., Atlanta, acquired two other health information systems companies this year, Minneapolis-based Serving Software and IBAX Healthcare Systems, Longwood, FL. And Shared Medical Systems, Malvern, PA, is completing its acquisition of GTE Health Systems, Salt Lake City.

Consolidation also grows out of the value that large HIS vendors place on market share. "You'll see the big get bigger, and some firms that don't have critical mass or market share having a tougher time," says C. Lydon Neumann, Midwest regional director for health care information technology at Ernst Young, Chicago.

### Players outside the IS market

Large IS vendors should weather current market changes because of their strong client bases, reputations, and access to capital for research, development and possible acquisitions, Wakerly says. There's probably room for nonhealth IS vendors to enter the market, but he warns that health care organizations are leery of working with companies that aren't known for health care products. "They want to see where you've done it. And if you haven't done it, then you'd better be prepared to do it nearly at your own cost--if not for free--to buy your way into the market."

But the health care market isn't for everybody. Some enter it only to discover that the market doesn't have the size and scale to make a major addition to their bottom line.

Perhaps the strongest role for telecommunications companies lies in telemedicine, teleradiology, and the transmission of information through voice, data and other mediums. Mark Schneider, manager of health care delivery at the consulting firm Arthur D. Little, Cambridge, MA, expects them to play a role in CHINs, but the jury's still out on whether they will succeed as information integrators or technology suppliers.

But Wakerly wonders about their diversification efforts into CHINs, a concern that comes out of the recent changes at Ameritech.

"Many of our clients are worried about what's going to happen," he says. "Ameritech is sending mixed signals to the health care market."

### IS shopping?

Know the product and the vendor

When selecting a vendor, look for:

- \* Financial strength
- \* Current and historical market share
- \* The market share that they stand to gain
- \* Whether a company's products have evolved from mainframe to client/server

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\* Whether the company is showing leadership in new areas of automation, such as managed care, computer-based patient records and data integration

THIS IS THE FULL-TEXT. Copyright American Hospital Publishing Inc 1994  
GEOGRAPHIC NAMES: US

DESCRIPTORS: Health care; Information systems; Vendors; Acquisitions & mergers; Market potential; Business conditions

CLASSIFICATION CODES: 8302 (CN=Software and computer services); 2330 (CN=Acquisitions & mergers); 7000 (CN=Marketing); 9190 (CN=United States)

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? show files

File 350:Derwent WPIX 1963-2003/UD,UM &UP=200343

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File 344:Chinese Patents Abs Aug 1985-2003/Mar

(c) 2003 European Patent Office

File 347:JAPIO Oct 1976-2003/Feb(Updated 030603)

(c) 2003 JPO & JAPIO

File 371:French Patents 1961-2002/BOPI 200209

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Set	Items	Description
S1	923	(MARKET OR BRANDS OR PRODUCTS) (5N) (SHARE OR SHARES OR RANK OR TOP OR LEADING OR OUTSTANDING) OR SHARE(2W)MARKET
S2	2	(PERCENT? OR RATIO? OR AVERAGE OR DISTRIBUTION) (3W) (TOTAL - OR ALL OR PRODUCT) ( ) SALES
S3	14	TARGET ( ) MARKET
S4	58	(PERCENT? OR RATIO? OR AVERAGE) (4W) SALES
S5	5	RELEVANT ( ) MARKET? ?
S6	1	(S1 OR S2 OR S4 OR S5) AND S3
S7	1	(S1 OR S2 OR S4 OR S5) (3S) S3
S8	0	(EXISTING OR HISTORICAL OR PAST OR STATIC OR ACTUAL) (2W) (S1 OR S2 OR S4 OR S5) (20N) (CURRENT OR DYNAMIC OR RIGHT ( ) NOW OR - REALTIME OR REAL ( ) TIME) (2W) (S1 OR S2 OR S4 OR S5)
S9	5	S1 AND (REDEEM? OR COUPON OR REDEMPT?)

? t9/4/all

9/4/1 (Item 1 from file: 350)

DIALOG(R) File 350:Derwent WPIX

(c) 2003 Thomson Derwent. All rts. reserv.

IM- \*Image available\*

AA- 2003-362830/200334|

XR- <XRPX> N03-289846|

TI- Discount **coupon** marketing system's monitoring system has store process server operatively connected with wide area network and store area network connected with security firewall|

PA- LARSON B (LARS-I); LOPEZ J (LOPE-I)|

AU- <INVENTORS> LARSON B; LOPEZ J|

NC- 001|

NP- 001|

PN- US 20030046154 A1 20030306 US 2001940834 A 20010829 200334 B|

AN- <LOCAL> US 2001940834 A 20010829|

AN- <PR> US 2001940834 A 20010829|

LA- US 20030046154 (10)|

AB- <PN> US 20030046154 A1|

AB- <NV> NOVELTY - A store process server operatively connected to the wide area network (WAN), is connected with an in-store database server and with a store area network, which is connected with a security firewall.

AB- <BASIC> DETAILED DESCRIPTION - An INDEPENDENT CLAIM is also included for discount **coupon** marketing system monitoring method.

USE - For supermarket industry.

ADVANTAGE - Reduces the time required for launching a **coupon** campaign and enables the manufacturer to counter more rapid competitor effort to garner **market share**.

DESCRIPTION OF DRAWING(S) - The figure shows a flowchart illustrating the program sequences to control the stopper's key card system.

pp; 10 DwgNo 1/4|

DE- <TITLE TERMS> DISCOUNT; **COUPON** ; MARKET; SYSTEM; MONITOR; SYSTEM;

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STORAGE; PROCESS; SERVE; OPERATE; CONNECT; WIDE; AREA; NETWORK; STORAGE  
; AREA; NETWORK; CONNECT; SECURE; FIREWALL|

DC- T01; T05|

IC- <MAIN> G06F-017/60|

MC- <EPI> T01-J05B4P; T01-N01A1; T01-N01A2C; T01-N02B1B; T05-H02C1;  
T05-L01X; T05-L02|

FS- EPI||

9/4/2 (Item 2 from file: 350)

DIALOG(R)File 350:Derwent WPIX

(c) 2003 Thomson Derwent. All rts. reserv.

IM- \*Image available\*

AA- 2003-039860/200303|

XR- <XRPX> N03-031215|

TI- Exchangeable security offering and exchanging method involves offering  
exchangeable security at discount price of underlying security, and  
exchanging share of exchangeable security after minimum holding period|

PA- SEAMAN D A (SEAM-I)|

AU- <INVENTORS> SEAMAN D A|

NC- 001|

NP- 001|

PN- US 20020133443 A1 20020919 US 2001769999 A 20010125 200303 B|

AN- <LOCAL> US 2001769999 A 20010125|

AN- <PR> US 2001769999 A 20010125|

LA- US 20020133443(13)|

AB- <PN> US 20020133443 A1|

AB- <NV> NOVELTY - The discount price for an underlying security is  
determined based on **market** price of a **share** of the underlying  
security. An exchangeable security is offered at the discounted price,  
and an additional amount payable at maturity of the security is  
calculated. The share of the underlying security is exchanged for the  
share of the exchangeable security after minimum holding period.|

AB- <BASIC> DETAILED DESCRIPTION - INDEPENDENT CLAIMS are included for the  
following:

(1) Computer-executable software code for offering and exchanging  
exchangeable security;

(2) Computer-readable medium stored with program for offering and  
exchanging exchangeable security; and

(3) Computer programmed for offering and exchanging exchangeable  
security.

USE - For offering and exchanging exchangeable security tradable on  
securities exchange.

ADVANTAGE - Enables holder of the exchangeable security to receive  
a share of the underlying security with additional amount, if the  
holder holds the security till maturity. Hence, enables holder to trade  
or hold the share of the underlying security. Also enables holder of  
the security to **redeem** the shares at an early time period, between  
issue date and maturity date, thus eliminating risk on the holders on  
the secondary market to liquidate their holdings.

DESCRIPTION OF DRAWING(S) - The figure explains the method for  
offering and exchanging exchangeable security.

pp; 13 DwgNo 3/3|

DE- <TITLE TERMS> EXCHANGE; SECURE; OFFER; EXCHANGE; METHOD; OFFER;  
EXCHANGE; SECURE; DISCOUNT; PRICE; UNDERLYING; SECURE; EXCHANGE; SHARE;  
EXCHANGE; SECURE; AFTER; MINIMUM; HOLD; PERIOD|

DC- T01|

IC- <MAIN> G06F-017/60|

MC- <EPI> T01-J05A2F; T01-N01A2F; T01-S03|

FS- EPI||

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9/4/3 (Item 3 from file: 350)

DIALOG(R)File 350:Derwent WPIX

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IM- \*Image available\*  
AA- 2002-674216/200272|  
XR- <XRPX> N02-533128|  
TI- Certificate issuing and **redeeming** system for publicly-traded properties, receives price information regarding property selected by customer and customer information and accordingly conveys certificate to customer|  
PA- SIOUFI A (SIOU-I)|  
AU- <INVENTORS> SIOUFI A|  
NC- 002|  
NP- 002|  
PN- US 20020107766 A1 20020808 US 2001773577 A 20010202 200272 B|  
PN- CA 2369356 A1 20020802 CA 2369356 A 20020130 200272|  
AN- <LOCAL> US 2001773577 A 20010202; CA 2369356 A 20020130|  
AN- <PR> US 2001773577 A 20010202|  
LA- US 20020107766(8); CA 2369356(E)|  
AB- <PN> US 20020107766 A1|  
AB- <NV> NOVELTY - A provision unit provides a publicly-traded property menu for selecting required property by a customer. A transmission unit transmits market price and total price of the selected properties to the customer. A receiver receives customer information including payment and address information. The transmitter conveys a certificate to the customer in printed or electronic form based on the received information.|  
AB- <BASIC> USE - For issuing, transferring and **redeeming** certificates representative of underlying publicly-traded property such as company equity, bonds, shares, commodities and foreign currency.  
ADVANTAGE - Enables easy transfer of the certificate to a third party with minimum transaction cost and paper work. Enables **redemption** of certificate easily at the **market** value of the underlying **shares** at the time of **redemption** .  
DESCRIPTION OF DRAWING(S) - The figure shows the block diagram of certificate issuing system.  
pp; 8 DwgNo 1/1|  
DE- <TITLE TERMS> CERTIFY; ISSUE; SYSTEM; PROPERTIES; RECEIVE; PRICE; INFORMATION; PROPERTIES; SELECT; CUSTOMER; CUSTOMER; INFORMATION; ACCORD; CONVEY; CERTIFY; CUSTOMER|  
DC- T01; T05|  
IC- <MAIN> G06F-017/60|  
IC- <ADDITIONAL> H04L-012/16|  
MC- <EPI> T01-N01A1; T01-N01A2F; T05-L02|  
FS- EPI||

9/4/4 (Item 4 from file: 350)

DIALOG(R)File 350:Derwent WPIX

(c) 2003 Thomson Derwent. All rts. reserv.

IM- \*Image available\*  
AA- 2001-457010/200149|  
XR- <XRPX> N01-338731|  
TI- Capital asset financing method involves computing payment to investor based on assumption of steady economic conditions and return of capital payment to terminate financing according to formula agreed in contract|  
PA- NBG INT (NBGI-N)|

Search Report from Ginger R. DeMille

AU- <INVENTORS> KINTIS G|  
NC- 021|  
NP- 001|  
PN- WO 200118671 A2 20010315 WO 2000IB1385 A 20000908 200149 B|  
AN- <LOCAL> WO 2000IB1385 A 20000908|  
AN- <PR> US 99391711 A 19990908|  
FD- WO 200118671 A2 G06F-017/00  
    <DS> (National): CN JP NO  
    <DS> (Regional): AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE|  
LA- WO 200118671(E<PG> 31)|  
DS- <NATIONAL> CN JP NO|  
DS- <REGIONAL> AT; BE; CH; CY; DE; DK; ES; FI; FR; GB; GR; IE; IT; LU; MC;  
    NL; PT; SE|  
AB- <PN> WO 200118671 A2|  
AB- <NV> NOVELTY - The capital contribution is received from investor to  
    finance a ship for freight shipping operation. The payment in periodic  
    payment stream is computed based on assumption of steady economic  
    conditions. Amount of periodic payment is reduced/increased according  
    to formula agreed in contract. A return of capital payment is computed  
    to terminate financing according to another formula agreed in contract.  
    |  
AB- <BASIC> DETAILED DESCRIPTION - The amount of increase or decrease in  
    periodic payment is based on market freight shipping rate and market  
    price for used ship in effect or near the time of payment. The  
    dependence or payment amount on financial performance of freight  
    shipping operating is less than dependence on market rate. The return  
    of capital payment amount is based on capital amount, market freight  
    shipping rate and scrap rate at the time of terminating payment. An  
    INDEPENDENT CLAIM is also included for computer.  
    USE - For financing capital asset of service business such as  
    freight shipping operation.  
    ADVANTAGE - Allows ship owners to raise equity financing, rather  
    than relying on loan financing. Equity financing reduces exposure to  
    market risks, and improves the ability of shipping operators to weather  
    market down terms. Prevents the lender from having to foreclose and  
    sell the ship at precisely the point in the market when secondhand ship  
    values are at low point. Credit risk for investors is reduced as the  
    financing costs are linked to shipping market cycle. Moral hazard is  
    reduced because lenders and minority **share** holders assume **market**  
    risk. The fairness and predictability of investment contract are  
    improved as **coupon** and principal payments are effectively linked to  
    freight rate index and relatively immune to tampering by parties.  
    Investors are given the opportunity to hedge their exposure to the  
    shipping market. Cash flows from fleet of ships can be securitized.  
    Investors funding a fleet of ships can rest assured that profits  
    generated by the assets funded will be available to service debt.  
    DESCRIPTION OF DRAWING(S) - The figure shows the flow chart of  
    capital asset financing method.  
    pp; 31 DwgNo 6/6|  
DE- <TITLE TERMS> CAPITAL; METHOD; COMPUTATION; PAY; BASED; STEADY; ECONOMY  
    ; CONDITION; RETURN; CAPITAL; PAY; TERMINATE; ACCORD; FORMULA; AGREE;  
    CONTRACT|  
DC- T01|  
IC- <MAIN> G06F-017/00|  
MC- <EPI> T01-H07C5E; T01-J04A; T01-J05A1; T01-J05A2|  
FS- EPI||

9/4/5      (Item 5 from file: 350)  
DIALOG(R)File 350:Derwent WPIX  
(c) 2003 Thomson Derwent. All rts. reserv.

410-Jul-0305:07 PM

Search Report from Ginger R. DeMille

IM- \*Image available\*  
AA- 2001-380421/200140|  
DX- <RELATED> 2000-423092; 2001-450390|  
XR- <XRPX> N01-278882|  
TI- Computer based secondary **market shares** transaction method for investment companies, involves scanning database for matching sell and buy orders and execution trade upon match between buy and sell order|  
PA- SHKEDY G (SHKE-I)|  
AU- <INVENTORS> SHKEDY G|  
NC- 001|  
NP- 001|  
PN- US 6236972 B1 20010522 US 98203843 A 19981202 200140 B  
<AN> US 98217663 A 19981221|  
AN- <LOCAL> US 98203843 A 19981202; US 98217663 A 19981221|  
AN- <PR> US 98217663 A 19981221; US 98203843 A 19981202|  
FD- US 6236972 B1 G06F-017/60 CIP of application US 98203843|  
LA- US 6236972(31)|  
AB- <PN> US 6236972 B1|  
AB- <NV> NOVELTY - Sell order and buy order are received at central controller. Sell tracking identification corresponding to sell order and seller, and buy tracking identification corresponding to buy order and buyer are stored in a database. The database is scanned for matching sell and buy orders. Trade is executed upon a match between sell and buy order and confirmation of transaction is forwarded to seller and buyer.|  
AB- <BASIC> DETAILED DESCRIPTION - Sell order to sell shares of an investment company are received at central controller having a database storage. Sell tracking identification assigned to sell order and seller are stored in the database. Buy order is received at central controller. Buy tracking identification assigned to buy order and buyer are stored in the database. The database is scanned for matching sell and buy orders. Trade is executed upon match between sell and buy orders. Transaction confirmation is forwarded to buyers and sellers through transfer agent. An INDEPENDENT CLAIM is also included for controller having stored programs for facilitating transaction of shares.  
USE - For facilitating secondary trading of shares of an investment company such as open ended mutual fund or a hedge fund.  
ADVANTAGE - Provides individuals with the ability to minimize the transaction fees they pay to trade mutual fund shares. Offers the capability for individual sellers to sell their shares at a higher price than they could **redeem** them and for buyers to buy those shares at a discount.  
DESCRIPTION OF DRAWING(S) - The figure shows the electronic network including a central controller.  
pp; 31 DwgNo 1/15|  
DE- <TITLE TERMS> COMPUTER; BASED; SECONDARY; MARKET; SHARE; TRANSACTION; METHOD; INVESTMENT; COMPANY; SCAN; DATABASE; MATCH; SELL; BUY; ORDER; EXECUTE; TRADE; MATCH; BUY; SELL; ORDER|  
DC- T01|  
IC- <MAIN> G06F-017/60|  
MC- <EPI> T01-J05A|  
FS- EPI||  
?

Search Report from Ginger R. DeMille

? t6/4/all

6/4/1 (Item 1 from file: 350)

DIALOG(R)File 350:Derwent WPIX

(c) 2003 Thomson Derwent. All rts. reserv.

IM- \*Image available\*

AA- 2003-173450/200317|

TI- Method for raising and operating netizen fund by public subscription|

PA- NEXSTAR COMMUNICATION INC (NEXT-N)|

AU- <INVENTORS> CHOI J S; HWANG S J; OH G N|

NC- 001|

NP- 001|

PN- KR 2002081841 A 20021030 KR 200121269 A 20010420 200317 B|

AN- <LOCAL> KR 200121269 A 20010420|

AN- <PR> KR 200121269 A 20010420|

LA- KR 2002081841(1)|

AB- <PN> KR 2002081841 A|

AB- <NV> NOVELTY - A fund raising and operation method is provided to perform a public subscription for the netizen so it can connect a company with the netizen via a brand element, enable a company to enhance a royalty of a brand or a stability of a new brand, and enable the netizen to have a priority in using a service offered by the company or to have an investment profit.|

AB- <BASIC> DETAILED DESCRIPTION - The method comprises steps of buying a bond from a company owning a new brand before the company publicizing the new brand, determining a profit related to the bond with the company according to a **target market share** and a sale quantity of the brand, performing a public subscription for the netizen by opening the new brand over the internet while determining a subscription amount and quantity, performing a strategic advertisement or PR on the new brand for attracting successful investors, enabling the investors to freely trade the bond with others in the brand fund market for a set time, stopping the bond trading if a contract period expires, receiving a profit from the company, and distributing the profit to the investors.

pp; 1 DwgNo 1/10|

DE- <TITLE TERMS> METHOD; RAISE; OPERATE; FUND; PUBLIC; SUBSCRIBER|

DC- T01|

IC- <MAIN> G06F-019/00|

MC- <EPI> T01-J; T01-J05A2; T01-J05A2F; T01-N01A1; T01-N01A2|

FS- EPI||

?

Search Report from Ginger R. DeMille

? show files

File 348:EUROPEAN PATENTS 1978-2003/Jun W05

(c) 2003 European Patent Office

File 349:PCT FULLTEXT 1979-2002/UB=20030703,UT=20030626

(c) 2003 WIPO/Univentio

? ds

Set	Items	Description
S1	4790	(MARKET OR BRANDS OR PRODUCTS) (5N) (SHARE OR SHARES OR RANK OR TOP OR LEADING OR OUTSTANDING) OR SHARE(2W)MARKET
S2	35	(PERCENT? OR RATIO? OR AVERAGE OR DISTRIBUTION) (3W) (TOTAL - OR ALL OR PRODUCT) () SALES
S3	249	TARGET()MARKET
S4	344	(PERCENT? OR RATIO? OR AVERAGE) (4W) SALES
S5	111	RELEVANT()MARKET? ?
S6	48	(S1 OR S2 OR S4 OR S5) AND S3
S7	15	(S1 OR S2 OR S4 OR S5) (3S) S3
S8	3	(EXISTING OR HISTORICAL OR PAST OR STATIC OR ACTUAL) (2W) (S1 OR S2 OR S4 OR S5) (20N) (CURRENT OR DYNAMIC OR RIGHT()NOW OR - REALTIME OR REAL()TIME) (2W) (S1 OR S2 OR S4 OR S5)
S9	179	S1 AND (REDEEM? OR COUPON OR REDEMP?)
S10	33	S1(S) (REDEEM? OR COUPON OR REDEMP?)

? t10/5,k/all

10/5,K/1 (Item 1 from file: 348)

DIALOG(R)File 348:EUROPEAN PATENTS

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00417595

**Retail couponing system.**

**Kuponsystem fur Einzelhandel.**

**Systeme de coupons pour le commerce de detail.**

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LEGAL REPRESENTATIVE:

Patentanwalte Grunecker, Kinkeldey, Stockmair & Partner (100721),  
Maximilianstrasse 58, W-8000 Munchen 22, (DE)

PATENT (CC, No, Kind, Date): EP 459007 A1 911204 (Basic)

APPLICATION (CC, No, Date): EP 90115174 900807;

PRIORITY (CC, No, Date): US 530915 900530

DESIGNATED STATES: AT; BE; CH; DE; DK; ES; FR; GB; GR; IT; LI; LU; NL; SE

INTERNATIONAL PATENT CLASS: G09F-003/02; A63F-003/06;

CITED PATENTS (EP A): WO 8902636 A; US 4318235 A; GB 1302438 A

ABSTRACT EP 459007 A1

A couponing system by which a consumer selects one of two values  
(14,16), hidden from the consumer, by pulling one (26) of two zipper  
pulls (26,28) which shears, destroys and renders invalid the non-selected  
value (14), while keeping intact the selected value (16). (see image in  
original document)

ABSTRACT WORD COUNT: 50

LEGAL STATUS (Type, Pub Date, Kind, Text):

Application: 911204 A1 Published application (A1with Search Report  
;A2without Search Report)

Examination: 920729 A1 Date of filing of request for examination:  
920604

110-Jul-0305:13 PM

Search Report from Ginger R. DeMille

Withdrawal: 940824 A1 Date on which the European patent application  
was deemed to be withdrawn: 940301

LANGUAGE (Publication,Procedural,Application): English; English; English

FULLTEXT AVAILABILITY:

Available Text	Language	Update	Word Count
CLAIMS A	(English)	EPABF1	1033
SPEC A	(English)	EPABF1	1465
Total word count - document A			2498
Total word count - document B			0
Total word count - documents A + B			2498

...SPECIFICATION THE INVENTION

Consumer packaged goods companies are always looking for effective ways to increase the **market share** of their **brands** . The "option" or "self-destruct" retail **coupon** is one such technique. The consumer is encouraged to purchase more product or convert from a competitor's product. The "option" or "self-destruct" retail **coupon** is arranged with multiple portions whose corresponding values are concealed from the consumer until the...

...the options. When the selection is made, the selected portion remains intact and can be **redeemed** at the store, while the non-selected portion is destroyed and rendered invalid, thereby negating double **redemption** of the non-selected **coupon** value. A **coupon** is rendered invalid when it lacks the legal terms and conditions covering the consumer **redemption** conditions and retailer reimbursement text. The number of coupons **redeemed** or not **redeemed** provides useful information to the sponsor of the option or self-destruct **coupon** .

Various designs for option or self-destruct coupons have been suggested or put into actual...

10/5,K/2 (Item 1 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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01022511 \*\*Image available\*\*

A SYSTEM AND METHOD FOR MANAGING INSURANCE OF VALUABLES HAVING  
UNPREDICTABLE FLUCTUATING VALUES

SYSTEME ET PROCEDE POUR LA GESTION DE L'ASSURANCE SUR DES OBJETS AYANT UNE  
VALEUR QUI FLUCTUE DE MANIERE IMPREVISIBLE

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Legal Representative:

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200352543 A2 20030626 (WO 0352543)

Application: WO 2002IL1021 20021218 (PCT/WO IL0201021)

Priority Application: US 2001341728 20011218

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU  
CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP



Search Report from Ginger R. DeMille

KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ OM PH PL PT RO  
RU SC SD SE SG SK SL TJ TM TN TR TT TZ UA UG US UZ VC VN YU ZA ZM ZW  
(EP) AT BE BG CH CY CZ DE DK EE ES FI FR GB GR IE IT LU MC NL PT SE SI SK  
TR  
(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG  
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZM ZW  
(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 10253

English Abstract

A method for insuring a stock option issued by an individual company from among a population of companies, to a beneficiary from among a population of beneficiaries, against loss of working ability of the beneficiary and consequent loss of the stock option, the stock option being vestable on at least one vesting date, the method including computing an economic risk factor characterizing the behavior of stock options in the population of companies and an actuarial risk factor characterizing the likelihood of loss of working ability in the population of beneficiaries and, on at least one vesting date, computing a premium based on the economic and actuarial risk factors and on the value of the shares on the vesting date.

French Abstract

L'invention concerne un procede relatif a l'assurance d'une option d'achat d'actions proposee par une compagnie appartenant a un ensemble de compagnies, a un beneficiaire appartenant a un ensemble de beneficiaires. Il s'agit d'assurer la perte du potentiel de travail du beneficiaire et la perte resultante de l'option. Cette option peut etre exercee au moins a une date d'acquisition. Le procede consiste a calculer un facteur de risque economique caracterisant le comportement des options d'achat d'actions au sein de l'ensemble de compagnies, et un facteur de risque actuariel caracterisant la probabilite de perte du potentiel de travail au sein de l'ensemble de beneficiaires, et a calculer, au moins a une date d'acquisition, une prime sur la base de ces deux facteurs et sur la base de la valeur des actions a la date en question.

Legal Status (Type, Date, Text)

Publication 20030626 A2 Without international search report and to be republished upon receipt of that report.

Fulltext Availability:

Detailed Description

Detailed Description

... premium adjustment

module 20 may include: employee-employing company  
contract duration, % of payments, special discounts,  
**market share** value, strike price, one or more tar  
iffs, average share value, premium already paid,  
years...

...the

premium adjustment module 20 may include: premiums,  
total premium paid, advanced payments received, and  
**redemption** sum. Generally, input parameters may be

Search Report from Ginger R. DeMille

taken from a database 170 associated with each  
15...VMj-ST)\*RF\*NVOj\*j, where.  
Pj= Premium to be paid in year j  
VMj= **Market** Value of the **share** at year j  
ST= Strike Price of options granted to the employee  
RF= Tariff, also...j Years elapsed from policy initiation  
A first example of how a premium and a  
**redemption** sum may be computed by the premium adjust  
ment unit 20 is now described. The...Strike Price per  
Option" (\$21 in this example).

The Redemption Sum is computed as "Average  
**Market** Value per **Share** " times the "Number of Vested  
Option" at the end of each year".

Level And Pattern...

10/5,K/3 (Item 2 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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01004209 \*\*Image available\*\*

**METHODS AND SYSTEMS FOR OFFERING AND SERVICING FINANCIAL INSTRUMENTS**  
**PROCEDES ET SYSTEMES D'OFFRE ET DE GESTION D'INSTRUMENTS FINANCIERS**

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80435, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200334175 A2 20030424 (WO 0334175)

Search Report from Ginger R. DeMille

Application: WO 2002US25697 20020812 (PCT/WO US0225697)  
Priority Application: US 2001311516 20010810  
Designated States: US  
Main International Patent Class: G06F  
Publication Language: English  
Filing Language: English  
Fulltext Availability:  
Detailed Description  
Claims  
Fulltext Word Count: 17787

English Abstract

Systems and methods for offering and servicing financial instruments creates a way for issuers to offer financial instruments that are accretive to earnings regardless of the Price/Earnings ratio. Specifically, the present invention provides systems and methods for offering and servicing convertible or exchangeable contingent conversion financial instruments.

French Abstract

La presente invention concerne des systemes et des procedes d'offre et de gestion d'instruments financiers pour permettre a des emetteurs d'offrir des instruments financiers qui sont des acquisitions rentables indifferemment du rapport cours/benefice. Plus particulierement, la presente invention concerne des systemes et des procedes d'offre et de gestion d'instruments financiers convertibles ou echangeables par fonds de reserve.

Legal Status (Type, Date, Text)

Publication 20030424 A2 Upon request of the applicant under Article 64(3)(c)(i).  
Publication 20030424 A2 Without international search report and to be republished upon receipt of that report.  
Examination 20030612 Request for preliminary examination prior to end of 19th month from priority date

Fulltext Availability:  
Detailed Description

Detailed Description

... that it wants to redeem the instruments. At step 302, the method calculates the current **market** value of underlying **shares** at the time of **redemption** plus any deferred payments. At step 303, the method pays out the appropriate **redemption** amount, as calculated at step 302.

FIG. 4 is a flowchart of illustrative steps involved...

10/5,K/4 (Item 3 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT  
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00994559

**DIGITAL OPTIONS HAVING DEMAND-BASED, ADJUSTABLE RETURNS, AND TRADING EXCHANGE THEREFOR**

**OPTIONS NUMERIQUES A RETOURS AJUSTABLES BASEES SUR LA DEMANDE ET BOURSE D'ECHANGES COMMERCIAUX AFFERENTE**

Patent Applicant/Assignee:

Search Report from Ginger R. DeMille

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NY 10004, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200323575 A2 20030320 (WO 0323575)

Application: WO 2002US30309 20020909 (PCT/WO US0230309)

Priority Application: US 2001950498 20010910

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU

CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP

KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ OM PH PL PT RO

RU SD SE SG SI SK SL TJ TM TN TR TT TZ UA UG UZ VC VN YU ZA ZM ZW

(EP) AT BE BG CH CY CZ DE DK EE ES FI FR GB GR IE IT LU MC NL PT SE SK TR

(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZM ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 122079

English Abstract

Methods and systems for conducting demand-based trading are described. In one embodiment, states are established, each state corresponding to at least one possible outcome of an event of economic significance. An investment amount may be determined as a function of a selected outcome, a desired payout, and a total amount invested in the states. In another embodiment, an investment amount may be determined as a function of parameters of a financial product. In another embodiment, a payout may be determined as a function of an investment amount, a selected outcome, a total amount invested in the states, and an identification of a state corresponding to an observed outcome of the event.

French Abstract

L'invention concerne des procedes et des systemes permettant d'effectuer des echanges commerciaux bases sur la demande. Dans un mode de realisation, des etats sont etablis, chaque etat correspondant a au moins un resultat possible d'un evenement a signification economique. Un montant d'investissement peut etre determine en fonction d'un resultat selectionne, un reglement voulu, et un montant total investi dans les etats. Dans un autre mode de realisation, un montant d'investissement peut etre determine en fonction de parametres d'un produit financier. Dans un autre mode de realisation, un reglement peut etre determine en fonction d'un montant d'investissement, d'un resultat selectionne, d'un montant total investi dans les etats, et d'une identification d'un etat correspondant a un resultat observe de l'evenement.

Legal Status (Type, Date, Text)

Publication 20030320 A2 Without international search report and to be  
republished upon receipt of that report.

Fulltext Availability:

Claims

Claim

Search Report from Ginger R. DeMille

... traders will typically have outstanding balances invested for periods of time and may also have **outstanding** loans or 20 margin balances from the exchange for periods of time. Traders will typically be paid interest on outstanding investment balances and typically will pay interest on **outstanding** - 58 margin loans. In preferred embodiments, the effect of trade balance interest and margin...ready to buy or sell options across all strikes and maturities are a necessity. Although **market** participants trading a particular option **share** an interest in only one underlying equity, the existence of numerous strike prices scatters liquidity...can be structured using the system and

0

methods of the present invention to provide **market** participants with a fuller, more precise view of the price for risks associated with a... reported on Bloomberg at Claim

Expiration

Trading Time: 1 day

Duration from TED: 5 days

**Coupon** : 5.5%

Payment Frequency: Semiannual

Daycount Basis: Actual/Actual

Dividends Payable over Time Horizon: 2...such as government T-bills, T-notes, and T-bonds, commercial paper, CD's, zero **coupon** bonds, corporate,

and municipal bonds, and mortgage-backed securities. For example, DBAR contingent claims can...

10/5,K/5 (Item 4 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00993590 \*\*Image available\*\*

**METHODS AND SYSTEMS FOR OFFERING AND SERVICING FINANCIAL INSTRUMENTS**

**PROCEDES ET SYSTEMES D'OFFRE ET DE GESTION D'INSTRUMENTS FINANCIERS**

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Search Report from Ginger R. DeMille

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US (Residence), US (Nationality), (Designated only for: US)  
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80435, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200323554 A2 20030320 (WO 0323554)  
Application: WO 2002US25923 20020812 (PCT/WO US0225923)  
Priority Application: US 2001311574 20010810

Designated States: US

Main International Patent Class: G06F

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description  
Claims

Fulltext Word Count: 106879

English Abstract

Methods and systems for offering and servicing financial instruments create a way for issuers to offer financial instruments with incentives to holders to not voluntarily convert or redeem such instruments so that issuers maintain greater flexibility and control over the maturity date of the instrument and the manner in which it is settled. Additionally, some embodiments of this invention provide issuers of convertible and exchangeable financial instruments with the ability to deduct an amount for tax purposes that approximates the true economic cost of the financial instrument.

French Abstract

L'invention concerne des procedes et des systemes d'offre et de gestion de services financiers donnant une possibilite aux emetteurs d'offrir, a des detenteurs, des instruments financiers avec incitation a ne pas volontairement convertir ou racheter de tels instruments de facon que les emetteurs puissent garder une plus grande souplesse et une plus grande maitrise sur l'echeance de l'instrument et la maniere dont il est mis en place. En outre, certaines realisations de cette invention permettent aux emetteurs d'instruments financiers convertibles et échangeables de pratiquer une deduction fiscale dont le montant est voisin du coût économique réel de l'instrument financier.

Legal Status (Type, Date, Text)

Publication 20030320 A2 Upon request of the applicant under Article  
64(3)(c)(i).

Publication 20030320 A2 Without international search report and to be  
republished upon receipt of that report.

Fulltext Availability:

Detailed Description

Search Report from Ginger R. DeMille

Detailed Description

... due and if so, the amount due. At step 303, the method calculates the current **market** value of underlying **shares** at the time of **redemption** plus any deferred payments. At step 304, the method pays out the appropriate **redemption** amount plus contingent payment amount, as calculated at steps 302 and 303.

FIG. 4 illustrates...

10/5,K/6 (Item 5 from file: 349)  
DIALOG(R)File 349:PCT FULLTEXT  
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00984762 \*\*Image available\*\*

**CONVERTIBLE FINANCIAL INSTRUMENTS WITH CONTINGENT PAYMENTS  
INSTRUMENTS FINANCIERS CONVERTIBLES A PAIEMENTS EVENTUELS**

Patent Applicant/Assignee:

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80435-5068, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200314885 A2 20030220 (WO 0314885)

Search Report from Ginger R. DeMille

Application: WO 2002US25668 20020812 (PCT/WO US0225668)  
Priority Application: US 2001311574 20010810; US 200264745 20020812  
Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU  
CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP  
KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ OM PH PL PT RO  
RU SD SE SG SI SK SL TJ TM TN TR TT TZ UA UG US UZ VC VN YU ZA ZM ZW  
(EP) AT BE BG CH CY CZ DE DK EE ES FI FR GB GR IE IT LU MC NL PT SE SK TR  
(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG  
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZM ZW  
(EA) AM AZ BY KG KZ MD RU TJ TM  
Main International Patent Class: G06F  
Publication Language: English  
Filing Language: English  
Fulltext Availability:  
Detailed Description  
Claims  
Fulltext Word Count: 11813

English Abstract

A convertible financial instrument provides incentives to holders to keep the instruments outstanding so that issuers maintain flexibility and control over the maturity date of the instrument and the manner in which it is settled. The instrument may provide issuers with the ability to deduct an amount for tax purposes that approximates the true economic cost of the financial instrument. The instrument may contain a provision calling for contingent payments (which may include, for example, contingent interest, preferred distributions, contingent principal, dividends, and other pay-outs) to the holder in some circumstances, which may be based on formulae calculations. For example, this may occur when the trading value of the convertible instrument exceeds a pre-determined value such as, for example, a certain percentage of the accreted value of the convertible instrument, or, for example, another circumstance that may trigger a contingent payment may be when the price of another financial instrument (e.g., the underlying security, the reference security, etc.) is below, higher than, or equal to a pre-determined value.

French Abstract

L'invention concerne un instrument financier convertible offrant aux detenteurs des primes les encourageant a conserver les instruments en circulation, de maniere que les emetteurs conservent une certaine flexibilite et un certain controle sur la date d'echance de l'instrument et sur la facon d'etablir celle-ci. L'instrument permet aux emetteurs de deduire une somme des impots, cette somme representant de maniere approximative le cout economique reel de l'instrument financier. L'instrument peut presenter une disposition selon laquelle le detenteur doit effectuer des paiements eventuels (notamment, par exemple, l'interet eventuel, des distributions preferrees, le capital eventuel, des dividendes et d'autres remboursements) dans certaines circonstances pouvant etre fondees sur des calculs de quotas. Un tel cas peut se presenter, par exemple, quand la valeur de transaction de l'instrument convertible depasse une valeur predeterminee, telle que, par exemple, un certain pourcentage de la valeur accrue de l'instrument convertible ou, a titre d'exemple d'autre circonstance pouvant declencher un paiement eventuel, on peut citer, le fait que le prix d'un autre instrument financier (par exemple, le titre sous-jacent, le titre de reference, etc.) soit inferieur, superieur ou egal a une valeur predeterminee.

Legal Status (Type, Date, Text)

Publication 20030220 A2 Without international search report and to be republished upon receipt of that report.



Search Report from Ginger R. DeMille

Fulltext Availability:  
Detailed Description

Detailed Description

... due and if so, the amount due. At step 303, the method calculates the current **market** value of underlying **shares** at the time of **redemption** plus any deferred payments. At step 304, the method pays out the appropriate **redemption** amount plus contingent payment amount, as calculated at steps 302 and 303.

FIG. 4 illustrates...

10/5,K/7 (Item 6 from file: 349)  
DIALOG(R)File 349:PCT FULLTEXT  
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00984078 \*\*Image available\*\*

**CONTINGENT CONVERTIBLE FINANCIAL INSTRUMENTS**  
**INSTRUMENTS FINANCIERS CONVERTIBLES PAR FONDS DE RESERVE**

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Patent Applicant/Inventor:

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FIDDLE Frederick J, 450 Knollwood Rd, Ridgewood, NJ 07450, US, US  
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LUCIANO Richard P, 1 Three Gables Rd, Morristown, NJ 07690, US, US  
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PATRICK Thomas H Jr, 1365 York Ave #8K, New York, NY 10021, US, US  
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Legal Representative:

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80435-5068, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200313875 A1 20030220 (WO 0313875)  
Application: WO 2002US25667 20020812 (PCT/WO US0225667)

Search Report from Ginger R. DeMille

Priority Application: US 2001311516 20010810; US 200264744 20020812; US 200264746 20020812

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ OM PH PL PT RO RU SD SE SG SI SK SL TJ TM TN TR TT TZ UA UG US UZ VC VN YU ZA ZM ZW (EP) AT BE BG CH CY CZ DE DK EE ES FI FR GB GR IE IT LU MC NL PT SE SK TR (OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG (AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZM ZW (EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: B42D-015/00

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 8895

English Abstract

A contingent convertible debt instrument contains a provision permitting conversion only if any of certain economically substantial contingencies is satisfied. For example there may be a provision that conversion is permitted only if the issuer's stock price reaches some price, defined as some predetermined price substantially higher than the conversion price, is reached. This contingent conversion trigger price may be 110% or 120% more of the conversion price. The debt instrument may be a negotiable long-term zero-coupon note, and a provision may be included that the number of underlying instruments issuable or deliverable at conversion or exchange is adjusted under certain circumstances (e.g., merger, acquisition, or formulae amounts). Corresponding methods and systems are employed for offering and servicing such financial instruments.

French Abstract

L'invention porte sur un instrument de dette convertible par fonds de reserve contenant une disposition selon laquelle la conversion n'est autorisee que si certains fonds de reserve importants s'averent suffisants. A titre d'exemple, on peut ajouter une disposition n'autorisant la conversion que si le prix des obligations de l'emetteur atteint une certaine somme, nettement superieure au prix de conversion. Ce prix de declenchement de la conversion de fonds de reserve peut etre plus eleve que le prix de conversion, a savoir 110 % ou 120 %. L'instrument de dette peut etre un bon-coupon zero negociable sur le long terme et on peut inclure une disposition selon laquelle le nombre d'instruments sous-jacents emissibles ou livrables lors d'operations de conversion ou d'echange est regle dans certaines circonstances (p.ex. fusion, acquisition ou quotas). A cet effet, on utilise des procedes et des systemes correspondants en vue d'offrir de tels instruments financiers.

Legal Status (Type, Date, Text)

Publication 20030220 A1 With international search report.

Fulltext Availability:

Detailed Description

Detailed Description

... it wants to redeem the instruments. Also at step 302, the method calculates the current **market** value of underlying **shares** at the time of **redemption** plus any deferred payments. At step 303, the method pays out the appropriate **redemption** amount plus any additional amount, as calculated

10/5,K/8 (Item 7 from file: 349)  
DIALOG(R)File 349:PCT FULLTEXT  
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00942062

**DIGITAL OPTIONS HAVING DEMAND-BASED, ADJUSTABLE RETURNS, AND TRADING  
EXCHANGE THEREFOR**  
**OPTIONS NUMERIQUES COMPORTANT DES RETOURS AJUSTABLES A BASE DE DEMANDE ET  
BOURSE D'ECHANGE A CET EFFET**

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200274047 A2 20020926 (WO 0274047)

Application: WO 2002US7480 20020311 (PCT/WO US0207480)

Priority Application: US 2001809025 20010316

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU

CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP

KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ OM PH PL PT RO

RU SD SE SG SI SK SL TJ TM TN TR TT TZ UA UG UZ VN YU ZA ZM ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZM ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 85860

**English Abstract**

This invention provides methods and systems for trading and investing in groups of demand-based adjustable return ("DBAR") contingent claims, including digital options, and for establishing markets and exchanges for such claims. The advantages of the present invention, as applied to the establishment and operation of a DBAR digital options exchange, include the ability to offer investments whose profit and loss scenarios are comparable to those for digital options or other derivatives in traditional securities markets, without the need for options or derivatives sellers or order-matching of conventional markets. A DBAR digital options exchange of the present invention can also offer conditional investments, or limit orders, in which an investment in a state of a DBAR contingent claim (such as the price of an underlying asset or index) can be executed or withdrawn in response to the implied probability of the occurrence of that state.

**French Abstract**

L'invention porte sur des procedes et sur des systemes s'appliquant au commerce et a l'investissement dans des groupes de revendications contingentes de retours ajustables a base de demande ( $\leq$  DBAR  $\geq$ ), incluant des options numeriques, et a l'etablissement de marches et de bourses d'echange pour de telles revendications. Les avantages de cette invention tels qu'ils s'appliquent a la creation et a la mise en oeuvre

Search Report from Ginger R. DeMille

d'une bourse d'echange DBAR d'options numeriques, comportent investissements dont les scenarios de pertes et profits sont comparables a ceux des options numeriques et autres derives dans des marches de valeurs traditionnels, sans qu'il y ait besoin de vendeurs d'options ou de derives ou d'adequation des ordres comme dans le cas des marches conventionnels. Une bourse echange d'options numeriques DBAR de cette invention permet egalement de proposer des investissements conditionnels ou des ordres limites permettant d'executer un investissement sous forme d'une revendication contingente DBAR (tel que le prix d'un actif de garantie ou un indice), ou de le retirer en reaction a la probabilite sous-jacente de la survenue de cette condition.

Legal Status (Type, Date, Text)

Publication 20020926 A2 Without international search report and to be republished upon receipt of that report.

Examination 20021212 Request for preliminary examination prior to end of 19th month from priority date

Fulltext Availability:

Claims

Claim

... risk in the expectation of returns, it will frequently be subject to varying degrees of **market** risk (as well as credit risk, in some cases). In a traditional derivatives market, market...balances and to debit trader balances for margin loan interest. Interest is typically paid on **outstanding** investment balances for a group of DBAR contingent claims until the fulfillment of the termination ...reported on Bloomberg at Claim

Expiration

Trading Time: 1 day

Duration from TED: 5 days

**Coupon** : 5.5%

Payment Frequency: Semiannual

Daycount Basis: Actual/Actual

Dividends Payable over Time Horizon: 2...on the following information:

Asset Index: FNMA Conventional 30 year One-Month

Historical Aggregate Prepayments

**Coupon** : 6.5%

Frequency: Monthly

Source: Bloomberg

Announcement Date: 8/1/99

Last Announcement Date: 7...

10/5,K/9 (Item 8 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00922115 \*\*Image available\*\*

**METHOD AND APPARATUS FOR MAINTAINING A UNIFORM NET ASSET VALUE PER SHARE OR UNIT**

**PROCEDE ET SYSTEME POUR MAINTENIR UNE VALEUR UNIFORME DE L'ACTIF NET PAR ACTION OU PART**

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Inventor(s):

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Search Report from Ginger R. DeMille

Legal Representative:

NIXON Dale B (et al) (agent), Sidley & Austin Brown & Wood LLP, Suite 3400, 717 N. Harwood, Dallas, TX 75201, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200256150 A2-A3 20020718 (WO 0256150)

Application: WO 2002US836 20020111 (PCT/WO US0200836)

Priority Application: US 2001261277 20010112

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU

CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP

KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ OM PH PL PT RO

RU SD SE SG SI SK SL TJ TM TN TR TT TZ UA UG UZ VN YU ZA ZM ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZM ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 10165

English Abstract

A method for maintaining a uniform asset value per share and complete fungibility among all shares in investment funds while providing for differential fees, credits and factors which may be differentially applicable to separate investors. The method permits accounting for an investor's shares to be classified into different categories in respect of such factors as **redemption** rights or fees due, while maintaining a complete fungibility among such **shares**. The methods includes monitoring general **market** inputs (501), tracking information on each investor's investments (520), determining asset value per share (507), and determining net asset value for each investor (511). The present invention also makes possible a single accounting method for both domestic investment funds organized as partnership, typically not classifying investment in such entities into any uniform quanta, and offshore investment funds organized as corporations, trusts or other entities, typically classifying investments in such entities into uniform quanta such as shares or units.

French Abstract

L'invention concerne un procede qui permet de maintenir une valeur uniforme de l'actif net par action et une fongibilite complete parmi toutes les actions d'un fonds de placement, tout en garantissant les droits differentiels et les credits, de meme que les eventuels autres facteurs pouvant etre appliques de maniere differenciee a divers investisseurs, separement en ce qui concerne chaque investisseur. Le procede de l'invention permet egalement de classer les actions d'un seul investisseur en differentes categories, en consideration de facteurs tels que des droits de rachat ou des droits dus, tout en maintenant une fongibilite complete parmi ces actions de sorte qu'il ne soit pas necessaire d'identifier une quelconque action particuliere comme appartenant a une quelconque categorie particuliere. On peut en outre programmer une methode comptable unique a la fois pour les fonds de placement interieurs organises en partenariat, generalement sans classement des investissements dans de telles entites en quanta uniformes, et pour les fonds de placement a l'etranger organises en corporations, fiducies ou autres entites, generalement par classement des investissements dans lesdites entites en quanta uniformes, tels que des actions ou des parts.

Search Report from Ginger R. DeMille

Legal Status (Type, Date, Text)

Publication 20020718 A2 Without international search report and to be  
republished upon receipt of that report.

Search Rpt 20021114 Late publication of international search report

Republication 20021114 A3 With international search report.

English Abstract

...investor's shares to be classified into different categories in  
respect of such factors as **redemption** rights or fees due, while  
maintaining a complete fungibility among such **shares**. The methods  
includes monitoring general **market** inputs (501), tracking information  
on each inverter's investments (520), determining asset value per share  
...

10/5,K/10 (Item 9 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00900313

**INTELLIGENT PERFORMANCE-BASED PRODUCT RECOMMENDATION SYSTEM**

**SYSTEME DE RECOMMANDATION DE PRODUIT BASE SUR UNE PERFORMANCE INTELLIGENTE**

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200233628 A2 20020425 (WO 0233628)

Application: WO 2001US32294 20011017 (PCT/WO US0132294)

Priority Application: US 2000241405 20001018

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU

CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP

KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD

SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 23635

English Abstract

French Abstract

Search Report from Ginger R. DeMille

Legal Status (Type, Date, Text)

Publication 20020425 A2 With declaration under Article 17(2)(a); without abstract; title not checked by the International Searching Authority.

Examination 20030213 Request for preliminary examination prior to end of 19th month from priority date

Fulltext Availability:

Detailed Description

Detailed Description

... might be presented to understand the general needs of the consumer.

The invention might provide **top** -N recommended **products** filtered by availability at that store or for all stores at the location of the...

...at the location. The operator of the invention may receive a commission when a kiosk issued **coupon** is used locally. Kiosks could be placed in locations such as train stations, 5 airports...

10/5,K/11 (Item 10 from file: 349)

DIALOG(R) File 349:PCT FULLTEXT

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00899532 \*\*Image available\*\*

**METHODS AND APPARATUS FOR FORMULATION, INITIAL PUBLIC OR PRIVATE OFFERING, AND SECONDARY MARKET TRADING OF RISK MANAGEMENT CONTRACTS**

**PROCEDES ET SYSTEME POUR LA FORMULATION DE PREMIERES OFFRES PUBLIQUES OU PRIVEES ET LA NEGOCIATION DE MARCHE SECONDAIRE POUR DES CONTRATS DE GESTION DE RISQUES**

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200233627 A2 20020425 (WO 0233627)

Application: WO 2001US32275 20011015 (PCT/WO US0132275)

Priority Application: US 2000240903 20001017; US 2001284051 20010416; US 2001923035 20010806

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU

CZ DE DK DM DZ EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP

KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD

SE SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 33670

Search Report from Ginger R. DeMille

English Abstract

French Abstract

Legal Status (Type, Date, Text)

Publication 20020425 A2 Without international search report and to be republished upon receipt of that report.

Declaration 20020711 Late publication under Article 17.2a

Republication 20020711 A2 With declaration under Article 17(2)(a); without abstract; title not checked by the International Searching Authority.

Examination 20021205 Request for preliminary examination prior to end of 19th month from priority date

Fulltext Availability:

Claims

Claim

... the fixed price is \$10, however, any other value can also be used. - 20

"Passive **Redemption** Of Bundles By The Market Authority" - The market authority stands ready to **redeem** for \$10 any complete bundle of contracts offered for "Active **Redemption** Of Bundles By The Market Authority" - The market authority may, at its discretion, actively monitor...markets for the individual contracts Aj will continue trading until

every contract Aj has been **redeemed** by the market authority. In the meantime, contract bundles containing original contract A will still be **redeemable** for \$1 0. - 22

"Limit Order For Purchase Of A Contract" - The only orders traders...

...markets will consist of the following:

a market authority who stands ready to sell and **redeem** a bundle of N contracts for a predetermined price, for example \$ 1 0 per bundle...st Qtr earnings (before special items) falls below \$039 (rounded to the nearest penny) per **share** . - 26 For contract purposes, the **Market** Authority, acting in accordance with the present invention, can define the "official" earnings number as...Qtr earnings (before special items) falls below \$0.59 (rounded to the nearest penny) per **share** . First, the **market** would pay virtually nothing for contracts D and E, and almost \$10 for contract F... bundles are comprised of the six contracts A1 -A5, and E. Thus a trader can **redeem** \$10 for either a bundle comprised of A1 -A5 and E; or a bundle comprised...

...illiquid "penny" contracts into a bigger, usually more liquid contract.

1 5 B. TYPE H (" **COUPON** ") CONTRACTS

As the name suggests, coupons contracts (or simply "coupons") are future contracts which may be **redeemed** for a service, product, or ticket (or some combination thereof, which may itself be a choice of the **redeemer** ). As specified on a contract-by-contract basis, the **redemption** date or period may be set or vary depending on the choice of the **coupon** holder. Unlike Type I

"event" contracts, the

payoff of coupon contracts may be fixed, or...with cash flow. In such funds, investors have the right to buy or redeem more **shares** at will. Therefore, depending on **market** sentiment, these funds face either mass



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**redemptions** (and thus a cash shortage) or mass purchases (and thus cash surpluses due to excess...

...sales and purchases may be suboptimal. For instance, when the market crashes, investors tend to **redeem** their shares, which forces mutual funds with long positions to sell equity at lower prices...

...would want to. There are widely publicized indices which measure net cash inflow (NCI) or **redemptions** each month. Based on these indices, A Market Authority acting in accordance with the present...Information

- 0 Underlying Event or Item
- 0 Unit of Original Issuance
- 0 Contract Bundle Issuance & **Redemption** Price
- 0 Contract Payout Criteria
- 0 Unit of Trading: e.g., 1 Contract
- \* Contract Price...

10/5,K/12 (Item 11 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00853835

**TECHNIQUES FOR INVESTING IN PROXY ASSETS**

**TECHNIQUES D'INVESTISSEMENT DANS LES ACTIFS DE SUBSTITUTION**

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Legal Representative:

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200186569 A1 20011115 (WO 0186569)

Application: WO 2001US40708 20010509 (PCT/WO US0140708)

Priority Application: US 2000567901 20000510

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE

ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT

LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT

UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/60

International Patent Class: G06F-017/00; G06G-007/52

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 22963

**English Abstract**

A new form of security designated the proxy asset provides risk management capabilities, such as liquid interests in illiquid assets and economic indicators, without the deficiencies associated with other types of financial instruments. A proxy assets set is defined to respond to one or more indices. Each proxy asset has a share value and a number of

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shares. The proxy assets have a proxy assets set account value equal to a sum over all proxy assets of the products of the share value and the number of shares. At least one proxy asset account value per share is a function of an index. The function is called an account formula. The account value for the entire set of proxy assets is constrained by a value of a resources pool. The proxy asset account value is reevaluated according to the account formula upon occurrence of each event of a plurality of predetermined events.

French Abstract

L'invention concerne une nouvelle forme de titre dit actif de substitution, fournissant des capacites de gestion du risque, tels que des liquidites dans des actifs non liquides et des indicateurs economiques, sans les inconvenients associees a d'autres types d'instruments financiers. Un ensemble d'actifs de substitution est defini pour repondre a un ou plusieurs indices. Chaque actif de substitution possede une valeur de part et un nombre de parts. Les actifs de substitution ont une valeur comptable d'ensemble des actifs de substitution egale a la somme de tous les actifs de substitution des produits de la valeur des parts et du nombre de parts. Au moins une valeur comptable d'actif de substitution par part est fonction d'un indice. Cette fonction est dite formule comptable. La valeur comptable de l'ensemble des actifs de substitution est limitee par une valeur d'un groupement de ressources. La valeur comptable de l'actif de substitution est reevaluee en fonction de la formule comptable sur la survenance de chaque evenement d'une pluralite d'evenements predetermines.

Legal Status (Type, Date, Text)

Publication 20011115 A1 With international search report.

Publication 20011115 A1 Before the expiration of the time limit for amending the claims and to be republished in the event of the receipt of amendments.

Examination 20020523 Request for preliminary examination prior to end of 19th month from priority date

Fulltext Availability:

Claims

Claim

... Number:

Buy Order or Sell Order:

Proxy Asset ID Number or Bundle ID Number:

If **Market** Order: Numbers of **Shares** or Bundles

If Limit Order: Price and. Numbers of Shares or Bundles

If Stop Order...

...Due: e.g. January 10, 1998

Cash Account Number:

Next Interest Deposit Due:

Issuance ID\*:

**Redemption** II)\*:

Proxy Asset Bundle Definition:

Proxy Asset Bundle ID:

Proxy Asset ID Numbers\*:

Number of...

...Set ID Number:

Issuance ID Number:

Issuance Date:

Number of Shares:

Issuance Amount per Share:

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**Redemption History:**

Proxy Asset or Bundle ID Number:

Complete Set ID Number:

**Redemption** ID Number:

**Redemption** Date:

Number of Shares:

**Redemption** Amount per Share:

\*May be a multiple field

There are three primary functions of the...the balance in the bank among proxy asset shareholders. Execution of orders, by issuance and **redemption** or matching and clearing of buy and sell orders, for the proxy assets is accomplished...

...these. With reference to Fig. 8, the proxy asset trading, (inverted exclamation mark) issuance and **redemption** system begins at block 5 00. In a subroutine beginning at block 5 1 0...

...for that proxy asset, those shares are traded at block 530 without the issuance or **redemption** of any additional shares. Those orders are removed from the pending order list and processing...

...path at block 610. If greater, the orders are executed beginning with block 620 by **redeeming** existing shares of these proxy assets, updating the accounts to reflect the **redeemed** proxy assets and deleting the sell orders from the pending order list. Processing then continues...

10/5,K/13 (Item 12 from file: 349)

DIALOG(R) File 349:PCT FULLTEXT

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00844266 \*\*Image available\*\*

**LOYALTY AND REWARDS PROGRAM OVER DISTRIBUTED NETWORK**

**PROGRAMME DE FIDELISATION ET DE CADEAUX VIA UN RESEAU DISTRIBUE**

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200177856 A1 20011018 (WO 0177856)

Application: WO 2001US10890 20010404 (PCT/WO US0110890)

Priority Application: US 2000544144 20000406

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU

CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR

KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE

SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06K-015/00

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Search Report from Ginger R. DeMille

Claims

Fulltext Word Count: 11641

English Abstract

A method and system provides a loyalty program in conjunction with an online promotions system wherein users are presented with promotions at least some of which include rewards associated with certain user actions. Where a user selects and downloads a promotion (204), the loyalty system updates (206) the user loyalty account to give credit for a first reward associated with the selected promotion. Upon the user taking a further action (208) on the promotion, such as by purchasing the good or service associated with the promotion, the loyalty system provides the user with a second loyalty reward and updates (210) the user loyalty account to reflect a credit for the second reward. The system may operate in conjunction with a point-of-sale system, wherein the second reward is instantaneously updated and presented to the user. The online promotions system presents the user with a status of current loyalty rewards received and pending loyalty rewards which could be received upon the user taking further action.

French Abstract

L'invention porte sur un procede et un procede relatifs a un programme de fidelisation associe a un systeme de promotions en ligne selon lequel le client se voit proposer des articles promotionnels dont certains comportent des cadeaux lies a certaines de ses actions. Lorsque le client selectionne et telecharge un article promotionnel (204), le systeme de fidelisation actualise (206) son compte de fidelite et lui attribue un credit pour un premier cadeau associe a ladite promotion. Lorsque le client selectionne une nouvelle fois (208) l'article promotionnel (204) par exemple en acquerant le bien ou le service promotionnel, le systeme de fidelisation lui octroie un deuxieme cadeau et actualise (210) en consequence son compte de fidelite. Le systeme peut etre exploite en liaison avec un systeme de points de vente, la deuxieme recompense etant instantanement actualisee et presentee au client. Le systeme de promotions en ligne offre au client la possibilite de percevoir immediatement ses cadeaux de fidelite ou de les percevoir lors de l'une de ses actions suivantes.

Legal Status (Type, Date, Text)

Publication 20011018 A1 With international search report.

Rev Srch Rpt 20020516 Late publication of revised international search report

Republication 20020516 A1 With international search report.

Examination 20021107 Request for preliminary examination prior to end of 19th month from priority date

Fulltext Availability:

Detailed Description

Detailed Description

... become customary, so much so that today's consumers have come to expect coupons. Often, **coupon** price incentives significantly reduce brand loyalty, and manufacturers must issue more coupons than desired to maintain **market share**. **Market share** also has been impacted by an increase in the number and variety of competing "noname" store brands. The competitive nature of the retail industry does not allow manufacturers to reduce **coupon** distribution, and in some market sectors, such as cereals, the majority of purchases are made...

10/5,K/14 (Item 13 from file: 349)

2210-Jul-0305:13 PM

Search Report from Ginger R. DeMille

DIALOG(R)File 349:PCT FULLTEXT

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00844258 \*\*Image available\*\*

**SYSTEM AND METHOD FOR BAR CODE RENDERING AND RECOGNITION**

**SYSTEME ET PROCEDE DE REPRODUCTION ET DE RECONNAISSANCE DE CODES BARRES**

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Washington, DC 20006, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200177845 A1 20011018 (WO 0177845)

Application: WO 2001US10737 20010404 (PCT/WO US0110737)

Priority Application: US 2000543736 20000405

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU

CZ DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR

KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE

SG SI SK SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-015/00

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 14647

English Abstract

A method and system for rendering accurate bar code images (84) in a distributed network wherein a plurality of different types of rendering devices, such as printers (116, 120), having different resolution characteristics are connected for rendering such images. The resolution of a connected rendering device (116, 120) is detected and the bar code image (84) to be rendered by such device (116, 120) is scaled to effect proper alignment of the resolution units of the bar code (84) and the rendering device (116, 120) whereby the need for interpolation is effectively obviated. The bar code (84) is scaled by a whole integer multiplier of the minimum bar code size based on at least one dimension of the print area of the bar code display and the resolution characteristics of the rendering device (116, 120). The bar code image is aligned or mapped and is centered in the display area (126) with equal units of the excess print area on either side of the image (124). By avoiding the need to interpolate print data by the rendering device (116, 120), the bar code rendering system defeats inaccuracies in detection and decoding and provides a more reliable data recovery system.

French Abstract

L'invention porte sur un systeme et un procede de reproduction d'images (84) de codes barres dans un reseau distribue auquel sont raccordes plusieurs types d'equipements de reproduction tels que des imprimantes (116, 120) presentant des resolutions differentes. A cet effet, on detecte la resolution de l'equipement de reproduction (116, 120), puis on met a l'echelle le code barres a reproduire pour assurer la concordance requise entre le lecteur de codes barres (84) et l'equipement de

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reproduction (116, 120), ce qui supprime la necessite d'interpoler. La taille du code barres est un multiple entier de la taille minimale d'un code barres, fonction d'une au moins des dimensions de l'aire d'impression sur le support et de la resolution de l'equipement de reproduction (116, 120). L'image (124) du code barres est alignee ou mappee et centree sur l'aire d'impression en laissant des blancs egaux de part et d'autre. En supprimant l'interpolation par l'equipement de reproduction (116, 120), le systeme elimine les imprecisions de detection et de decodage et assure une restitution plus fiable des donnees.

Legal Status (Type, Date, Text)

Publication 20011018 A1 With international search report.

Examination 20020307 Request for preliminary examination prior to end of 19th month from priority date

Fulltext Availability:

Detailed Description

Detailed Description

... become customary, so much so that today's consumers have come to expect coupons. Often., **coupon** price incentives significantly reduce brand loyalty, and manufacturers must issue more coupons than desired to maintain **market share**. **Market share** also has been impacted by an increase in the number and variety of competing "noname" store brands. The competitive nature of the retail industry does not allow manufacturers to reduce **coupon** distribution, and in some market sectors, such as cereals, the majority of purchases are made...

10/5,K/15 (Item 14 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00829901 \*\*Image available\*\*

SYSTEM FOR UTILIZING REDEMPTION INFORMATION

SYSTEME D'UTILISATION D'INFORMATIONS DE RACHAT

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200163459 A2 20010830 (WO 0163459)

Application: WO 2001US5829 20010223 (PCT/WO US0105829)

Priority Application: US 2000184799 20000224; US 2000605818 20000628

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ  
DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ  
LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG  
SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

Search Report from Ginger R. DeMille

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR  
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG  
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW  
(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/00

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 17474

English Abstract

French Abstract

Legal Status (Type, Date, Text)

Publication 20010830 A2 With declaration under Article 17(2)(a); without abstract; title not checked by the International Searching Authority.

Fulltext Availability:

Detailed Description

Claims

Detailed Description

... of the present invention;

FIG. 9 illustrates a tabular representation of a portion of a **redemption**

tracking database according to one embodiment of the present invention-,  
4

FIG. 10 illustrates a tabular representation of a portion of a **redemption** transaction database according to one embodiment of the present invention; FIG. 11 illustrates a...

...of the present invention;

FIG. 12 illustrates a tabular representation of a portion of a **market share**

database according to one embodiment of the present invention;

FIG. 13 is a flow chart...

...FIG. 14 is a flow chart of process steps to update stored information based on **redemption** information according to one embodiment of the present invention;

0

FIGS. 15A to 15E...

...chart of process steps to determine whether to accept an offer based on received **redemption** information according to one embodiment of the present invention; and

FIG. 18 illustrates a tabular...a redemption transaction database 1200, vi) a retail price database 1300, and vii) a **market share** database 1400. The databases 800 to 1400 are described in detail below and portions thereof...in the database 1400 includes fields specifying: i) a retailer identifier 1420; ii) a target **market share** 1430; and iii) a present **market share** 1440.

The target **market share** 1430 associated with a retailer identifier 1420

identifies the percentage of a relevant market which...

...attempt

23

to provide to the retailer identified by the retailer identifier 1420. The target **market share** 1430 may be established by a contract between the retailer and the controller 200. The relevant market may consist of the market for providing agreement products for **redemption** under agreements with the controller 200, the entire market for particular products, or another **market**.

The present **market share** 1440 is determined based on **redemption** information received by the controller 200. For example, if half of all **redemptions** under agreements between customers and the controller 200 occur at one retailer, the present **market share** 1440 may be 50 percent. Again, the market can be defined in many ways, including based on the number of **redemptions**, on the amount of money spent during **redemptions**, or by another **market** measure.

Generally, the **market share** database 1400 may be used to assign a retailer to an agreement. To **redeem** an agreement product under an agreement, a customer is instructed to visit a retailer assigned to the agreement and to present a

ID

15 **redemption** identifier to the assigned retailer. Accordingly, in some embodiments, an agreement product may be **redeemed** under an agreement only at a retailer assigned to the agreement. For example, since, according...

...the retailer identified by the retailer identifier 1420 R-4251 is associated with a present **market share** 1440 greater than the associated target **market share** 1430, the controller 200 may determine not to assign the retailer to a particular agreement...200 creates records in the retailer database 800, the retail price database 1300, and the **market share** database 1400 corresponding to the retailer.

The received redemption information may also be used...

...redeems agreement products, which may also be stored in association with the customer.

The present **market share** 1440 of the **market share** database 1400 may be updated in step SI506 using received redemption information. Specifically, **redemption** information identifying a retailer at which a **redemption** took place will likely affect the present **market share** 1440 of each retailer identified by the retailer identifiers 1420 in the **market share** database 1400. As described above, the **market share** tracked by the **market share** database 1400 may relate to a number of visits, a total amount spent by customers **redeeming** products, a total amount of products sold, or the like.

In another example, a retail...

...average additional purchase amount made at a retailer, promotions available at a retailer, a target **market share** corresponding to a retailer,

29

a present **market share** possessed by a retailer, a time of day (week, month) at which customer volume at...

...the customer, offers made



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by each customer, information relating to offers made by each customer, **redemption** history of each customer, date and time of a past **redemption**, a number of units **redeemed** during a previous **redemption**, or an average retail price of a product at all retailers.

As another example of...3252 in step S1606 and flow continues to step SI 608.

A record of the **market share** database 1400 is retrieved based on a region indicated by the received **redemption** information in step S1608. For example, the received **redemption** information shown in FIG. 15A reflects the retailer identifier 1220 R According to the retailer...

...810 R is associated with region 870 "A". Therefore, in step S1608, a portion of the **market share** database 1400 corresponding to region 141 0 "A" is retrieved. FIG.

15C shows the portion...

...market share database 1400 retrieved in step S1608 according to the current example.

The present **market share** 1440 for each record in the retrieved portion of the **market share** database 1400 is recalculated and updated based on the received **redemption** information in step SI610. As described above, the market share may reflect a number of **redemptions** under agreements between customers and the controller 200, a number of gallons **redeemed** at a retailer in relation to a total 1 0 number of gallons **redeemed** under such agreements, or some other market. FIG.

15D shows the present market ...conforming retailers are determined in step S 1 716, a portion of the **market share** database 1400 corresponding to the subject region is retrieved in step S1718. A portion of the **market share** database 1400 corresponding to the region 141 0 "A" which may be retrieved in step S 1 71 8 is shown in FIG. 12. Based on information in the **market share** database ...determined in step SI 720. Assigned retailers are those retailers at which the customer may **redeem** an agreement product. For example, the portion of the **market share** database 1400 shown in FIG. 12 reflects records corresponding to the 3 0 conforming retailers. For each record shown, the target **market share** 1430 is compared to the present **market share** 1440. In the present example, the target 3 5

**market share** 1430 is greater than the present **market share** 1440 only in the record associated with the retailer identifier 1420 R Accordingly, each other retailer reflected in the database 1400 is understood to possess more **market share** than allotted. It is therefore determined in step SI 720 that the assigned retailer is...

Claim

... the

step of determining an assigned retailer comprises a comparing step to compare a present **market share** associated with a conforming retailer to a target **market share** 25 associated with the conforming retailer. 5 1. An apparatus comprising:

means for preparing for a customer to **redeem** a product from a third party; means for obtaining information relating to a **redemption** of the product by

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30 the customer; and  
means for deciding to accept an offer...the processor is further  
operative with the processor-executable process steps to compare a  
present **market share** associated with the third party to a target  
**market share** associated with the third party.

52

. A device for a sales transaction, comprising:  
a memory...

...wherein the processor is operative with the processor-executable process  
steps to: i) receive a **redemption** identifier from a customer, ii)  
provide a product to the customer according to an agreement associated  
with the **redemption** identifier, iii) transmit information relating to  
the providing step to an entity, and iv) receive...the processor is  
further  
operative with the processor-executable process steps to compare a  
present **market share** associated with a conforming retailer to a  
target **market share** associated with the conforming retailer.

10/5,K/16 (Item 15 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00816774 \*\*Image available\*\*

**SYSTEM TO ESTABLISH A CUSTOMER-SPECIFIED PRICE OF A PRODUCT AND TO MANAGE  
REDEMPTION OF THE PRODUCT AT THE ESTABLISHED PRICE  
SYSTEME PERMETTANT D'ETABLIR UN PRIX DE PRODUIT SPECIFIE PAR UN CLIENT ET  
DE GERER L'ACQUISITION DU PRODUIT AU PRIX ETABLI**

Patent Applicant/Assignee:

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GELMAN Geoffrey M, 21 Belltown Road, Stamford, CT 06905, US, US  
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US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200150301 A2 20010712 (WO 0150301)

Application: WO 2000US30625 20001107 (PCT/WO US0030625)

Priority Application: US 99173458 19991229; US 2000540709 20000331

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ

DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG

SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

Search Report from Ginger R. DeMille

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 27234

English Abstract

French Abstract

Legal Status (Type, Date, Text)

Publication 20010712 A2 Without international search report and to be republished upon receipt of that report.

Examination 20011011 Request for preliminary examination prior to end of 19th month from priority date

Declaration 20020606 Late publication under Article 17.2a

Republication 20020606 A2 With declaration under Article 17(2)(a); without abstract; title not checked by the International Searching Authority.

Fulltext Availability:

Detailed Description

Detailed Description

... one embodiment of step 1803, a manufacturer providing the agreement product is identified using a **market share** database. FIG. 19A illustrates a tabular representation of a portion of the **market share** database 1900 according to one embodiment of the invention. As shown in FIG. 19A, associated with each manufacturer 1910 is a percentage target **market share** 1920, a percentage actual 10 **market share** 1930 and a percentage difference 1940. The percentage target **market share** 1920 specifies a percentage of all bound customers that it is desired to have **redeem** gasoline at a retailer selling gasoline produced by the associated manufacturer 1910. The percentage target **market share** 1920 is based on an agreement between each manufacturer 1910 and the controller 200. For...

...may require a manufacturer to pay \$ 1,000 per month for each percent of target **market share** allotted to the manufacturer. Therefore, in order to guarantee a 25% **market share**, a manufacturer 1910 pays \$25,000 per month to the controller 200.

The percentage actual **market share** 1930 is a statistic determined by the controller 200 based on an actual percentage of all bound customers that **redeem** gasoline at the associated manufacturer 1910, and the percentage difference 1940 is obtained by subtracting the percentage target **market share** 1920 from the percentage actual **market share** 1930 of the manufacturer 1910. In the example shown in FIG.

19A, the manufacturer "Exxon...

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10/5,K/17 (Item 16 from file: 349)  
DIALOG(R)File 349:PCT FULLTEXT  
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00806384

**NETWORK AND LIFE CYCLE ASSET MANAGEMENT IN AN E-COMMERCE ENVIRONMENT AND METHOD THEREOF**

**GESTION D'ACTIFS DURANT LE CYCLE DE VIE ET EN RESEAU DANS UN ENVIRONNEMENT DE COMMERCE ELECTRONIQUE ET PROCEDE ASSOCIE**

Patent Applicant/Assignee:

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Legal Representative:

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200139030 A2 20010531 (WO 0139030)

Application: WO 2000US32324 20001122 (PCT/WO US0032324)

Priority Application: US 99444775 19991122; US 99447621 19991122

Designated States: AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CU CZ DE DK  
DZ EE ES FI GB GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC LK LR LS LT  
LU LV MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR  
TT UA UG UZ VN YU ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 171499

English Abstract

French Abstract

Legal Status (Type, Date, Text)

Publication 20010531 A2 Without international search report and to be  
republished upon receipt of that report.

Examination 20010913 Request for preliminary examination prior to end of  
19th month from priority date

Declaration 20021024 Late publication under Article 17.2a

Republication 20021024 A2 With declaration under Article 17(2)(a); without  
abstract; title not checked by the International  
Searching Authority.

Fulltext Availability:

Detailed Description

Detailed Description

... spectrum for point to point and point to multi-point communications.

The end users either **share** an antenna connected to a digital receiver  
which is connected to. a channel bank. The...

10/5,K/18 (Item 17 from file: 349)  
DIALOG(R)File 349:PCT FULLTEXT  
(c) 2003 WIPO/Univentio. All rts. reserv.

00774519 \*\*Image available\*\*

**AUTOMATED SYSTEM FOR CONDITIONAL ORDER TRANSACTIONS IN SECURITIES OR OTHER  
ITEMS IN COMMERCE**

**SYSTEME AUTOMATIQUE DE NEGOCIATION CONDITIONNELLE DE VALEURS MOBILIERES OU  
D'AUTRES EFFETS DE COMMERCE**

Patent Applicant/Inventor:

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Legal Representative:

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200108065 A1 20010201 (WO 0108065)

Application: WO 2000US19567 20000724 (PCT/WO US0019567)

Priority Application: US 99359686 19990723

Designated States: AU BR CN JP KR MX RU US ZA

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 15515

English Abstract

An apparatus and method of automatically and anonymously buying and selling positions in fungible properties between subscribers over a network is described, an embodiment of which relates to the buying and selling of securities or contracts where the offer to purchase or sell the property may be conditioned upon factors such as the ability to purchase or sell other property or the actual purchase or sale of other property. The system described includes methods for matching buy and sell orders using other markets to effect the execution of transactions without violating conditions set by the subscriber, and reporting prices to third parties. A communication system (10, 12, 14) is described which allows subscribers to communicate anonymously for the purpose of effecting transactions.

French Abstract

Systeme et procede servant a acheter et a vendre, de facon automatique et anonyme, des titres de proprietes fungibles entre des abonnees par l'intermediaire d'un reseau, dont un mode de realisation specifique consiste a acheter et a vendre des valeurs mobilieres ou des contrats pour lesquels l'offre d'achat ou de vente de la propriete peut etre conditionnee par des facteurs tels que la possibilite d'acheter ou de vendre une autre propriete ou l'achat ou la vente reels d'une autre propriete. Ce systeme concerne des procedes consistant a mettre en correspondance les ordres de vente et d'achat au moyen d'autres marches afin d'executer des transactions sans faillir aux conditions etablies par l'abonnee et sans rapporter les prix a des tiers. L'invention concerne

Search Report from Ginger R. DeMille

egalement un systeme de communication (10, 12, 14) permettant aux abonnées de communiquer anonymement dans le but d'effectuer des transactions.

Legal Status (Type, Date, Text)

Publication 20010201 A1 With international search report.

Publication 20010201 A1 Before the expiration of the time limit for amending the claims and to be republished in the event of receipt of amendments.

Examination 20010920 Request for preliminary examination prior to end of 19th month from priority date

Fulltext Availability:

Claims

Claim

... is being monitored on the Trade Book. This data includes: security symbol, name of issuer, **coupon** information, maturity information, registration type (registered, 144a, regulation S, etc.), cusip or other security identifier...

...main identifier for system

monitored on the Order Book

@ Name of Issuer from static database

**Coupon** / Dividend of Security from static database

Maturity Date of Security if applicable from static database...the Input price and hedge, output new price. beginning. Monitor Allows users to monitor the "**top**" of the book" Activates the **Market** Monitor section of the workspace. This on approximately 36 securities. is the default for the...designed to show either the "top of the book" or the "spread" market. A "spread" **market**, in this context, means the "**top**" of the book" adjusted for the spread between the bid and ask on the underlying

...

10/5,K/19 (Item 18 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00772931 \*\*Image available\*\*

**METHOD AND SYSTEM FOR GENERATING CUSTOMER INCENTIVES BY REWARDING CUSTOMERS WITH SECURITIES**

**PROCEDE ET SYSTEME DE GENERATION DE PRIMES DESTINEES AUX CLIENTS EN RECOMPENSANT LES CLIENTS AU MOYEN DE TITRES**

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200106438 A1 20010125 (WO 0106438)

Application: WO 2000US19730 20000720 (PCT/WO US0019730)

Priority Application: US 99144630 19990720; US 99159553 19991015; US  
99164752 19991112

Designated States: AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ  
DE DK DM DZ EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ

Search Report from Ginger R. DeMille

LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG  
SI SK SL TJ TM TR TT TZ UA UG US UZ VN YU ZA ZW  
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE  
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG  
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW  
(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 6000

English Abstract

A central controller (218) or controllers with databases of customer's information includes customer purchases. After a period of time, the central controller (218) allocates a reward incentive to customers' accounts as per their activities in the form of equity in the seller's company. The central controller (218) records the average weighted stock price when the securities are bought, and calculates the total or a fraction of the securities a customer is entitled to receive and post the amounts accordingly. When customers want to exercise their equity rights, they have the choice to sell for cash or receive stock for further appreciation. The method and apparatus of the present invention may be applied in particular in the context of an electronic commerce system.

French Abstract

L'invention concerne une ou plusieurs unites de commande centrales (218) associees a des bases de donnees d'informations client, qui comprennent les achats d'un client. Apres une periode de temps, l'unite de commande centrale (218) attribue une prime aux comptes du client, proportionnellement a ses activites, sous forme d'actions de la compagnie du vendeur. L'unite de commande centrale (218) enregistre le cours moyen pondere de l'action lors de l'achat des valeurs mobilieres et calcule le total ou une partie des valeurs qu'un client a le droit de recevoir, puis reporte les sommes en consequence. Lorsque des clients veulent exercer leurs droits lies aux actions, ils peuvent choisir de vendre en echange de liquide ou de recevoir des titres en vue d'une reevaluation. Le procede et l'appareil de la presente invention peut notamment s'appliquer dans le contexte d'un systeme de commerce electronique.

Legal Status (Type, Date, Text)

Publication 20010125 A1 With international search report.

Publication 20010125 A1 Before the expiration of the time limit for amending the claims and to be republished in the event of receipt of amendments.

Examination 20010607 Request for preliminary examination prior to end of 19th month from priority date

Fulltext Availability:

Detailed Description

Detailed Description

... a calculated dollar value of the particular customer activities to be rewarded divided by the **market share price** of the security. The security may be awarded through a direct stock purchase program...

...market. Alternatively, the security may be awarded based on

Search Report from Ginger R. DeMille

options to the customer that are **redeemable** at predetermined times.

According to another feature of the invention, a dilution factor for the...

10/5,K/20 (Item 19 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00762414 \*\*Image available\*\*

**SYSTEM AND METHOD FOR CREATING A RISK INSURED INVESTMENT**

**SYSTEME ET METHODE POUR LA CREATION D'UN INVESTISSEMENT SUR**

Patent Applicant/Inventor:

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Legal Representative:

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Patent and Priority Information (Country, Number, Date):

Patent: WO 200075821 A2 20001214 (WO 0075821)

Application: WO 2000CA668 20000607 (PCT/WO CA0000668)

Priority Application: US 99327193 19990607

Parent Application/Grant:

Related by Continuation to: US 99327193 19990607 (CON)

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK  
DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR  
LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ  
TM TR TT TZ UA UG US UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 10157

English Abstract

French Abstract

L'invention concerne un systeme et une methode pour la creation d'un type d'investissement optimise, reduisant considerablement le rapport risque/gain par rapport aux investissements traditionnels. Ladite invention emploie un systeme de traitement de donnees permettant de creer, evaluer et gerer un investissement qui sauvegarde la valeur residuelle de l'investissement. Le systeme de traitement de donnees permet egalement de maximiser les avantages fiscaux de l'investissement, de se premunir contre les taxations defavorables de l'administration fiscale, et d'offrir aux investisseurs, la possibilite d'investir dans des investissements a haut risque et haut rendement, avec des risques reduits ou nuls de perte de capital d'investissement ou d'illiquidite.

Legal Status (Type, Date, Text)

Publication 20001214 A2 Without international search report and to be republished upon receipt of that report.

Examination 20010315 Request for preliminary examination prior to end of



Search Report from Ginger R. DeMille

19th month from priority date  
Declaration 20011115 Late publication under Article 17.2a  
Republication 20011115 A2 With declaration under Article 17(2)(a); without  
abstract; title not checked by the International  
Searching Authority.

Fulltext Availability:  
Detailed Description

Detailed Description

... either no voting rights or  
restricted voting rights, possible conversion rights into  
common shares, possible **redemption** of the shares by the  
corporation, and preferential treatment upon liquidation of  
the corporation. The...

...the financial position of the corporation from  
time to time. The liquidity of preferred equity **shares** will be  
affected by ongoing **market** forces. Preferred **shares** of a public  
corporation will generally be more liquid and preferred  
shares of a private...

10/5,K/21 (Item 20 from file: 349)  
DIALOG(R) File 349:PCT FULLTEXT  
(c) 2003 WIPO/Univentio. All rts. reserv.

00761431

**A SYSTEM, METHOD, AND ARTICLE OF MANUFACTURE FOR PROVIDING COMMERCE-RELATED  
WEB APPLICATION SERVICES**

**SYSTEME, PROCEDE ET ARTICLE MANUFACTURE DESTINES A LA FOURNITURE DE  
SERVICES D'APPLICATION DANS LE WEB LIES AU COMMERCE**

Patent Applicant/Assignee:

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Legal Representative:

BRUESS Steven C (agent), Merchant & Gould P.C., P.O. Box 2903,  
Minneapolis, MN 55402-0903, US,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200073957 A2-A3 20001207 (WO 0073957)

Application: WO 2000US14420 20000525 (PCT/WO US0014420)

Priority Application: US 99321492 19990527

Designated States: AE AG AL AM AT AT (utility model) AU AZ BA BB BG BR BY  
CA CH CN CR CU CZ CZ (utility model) DE DE (utility model) DK DK (utility  
model) DM DZ EE EE (utility model) ES FI FI (utility model) GB GD GE GH  
GM HR HU ID IL IN IS JP KE KG KP KR KR (utility model) KZ LC LK LR LS LT  
LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SK  
(utility model) SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/30

International Patent Class: G06F-017/60; G06F-009/44

Publication Language: English

Filing Language: English

Fulltext Availability:

Search Report from Ginger R. DeMille

Detailed Description

Claims

Fulltext Word Count: 150171

English Abstract

A system, method, and article of manufacture are provided that afford a combination of commerce-related web application services. Various features are included such as allowing purchase of products and services via a displayed catalog. As an option, such catalog may be personalized. In various embodiments, a virtual shopping cart environment may be provided. Further, data, i.e. specifications, details, etc., relating to the products and services may be displayed along with a comparison between different products and services. Data relating to needs of a user may also be received for the purpose of outputting a recommendation of the products and services based on the inputted needs. Optionally, features of the products and services may be listed in order to allow the user to configure a specifically tailored product or service. Yet another aspect of the present invention includes outputting an estimate relating to a price and/or availability of the products and services. Further, an order for the products and services may be received after which a tax and a shipping fee are calculated. A status of the delivery of the ordered products and services may also be provided.

French Abstract

L'invention concerne un systeme, un procede et un article manufacture destines a la fourniture d'une combinaison de services d'application dans le Web lies au commerce. Le systeme presente plusieurs caracteristiques telles que l'achat de produits et de services grace a un catalogue affiche. En option, ce catalogue peut etre personnalise. Plusieurs modes de realisation peuvent comprendre un environnement de chariot de supermarche virtuel. En outre, des donnees, c.-a-d. des specifications, des details, etc., se rapportant aux produits et services peuvent etre affichees en meme temps qu'une comparaison entre differents produits et services. On peut aussi inclure des donnees relatives aux besoins d'un utilisateur afin de recommander des produits et services donnees sur la base des besoins entres. Eventuellement, on peut etablir une liste des caracteristiques des produits et services afin de permettre a l'utilisateur de configurer un produit ou un service personnalise. Dans un autre aspect de la presente invention, on peut produire une estimation du prix et/ou de la disponibilite des produits et services. En outre, une commande peut etre recue et une taxe et des frais d'expedition calcules. Un etat de l'expedition des produits et services commandes peut egalement etre etabli.

Legal Status (Type, Date, Text)

Publication 20001207 A2 Without international search report and to be republished upon receipt of that report.  
Examination 20010222 Request for preliminary examination prior to end of 19th month from priority date  
Search Rpt 20010816 Late publication of international search report  
Republication 20010816 A3 With international search report.

Fulltext Availability:

Detailed Description

Detailed Description

... development architecture is provided through an integrated development repository. At this level of integration, tools **share** a common repository of development objects, design documents, source code, test plans and data.

Ideally...

10/5,K/22 (Item 21 from file: 349)  
DIALOG(R)File 349:PCT FULLTEXT  
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00734794 \*\*Image available\*\*

**SYSTEM FOR ENABLING SMALLER INVESTOR TO MANAGE RISK**

**SYSTEME PERMETTANT A DES PETITS INVESTISSEURS DE GERER DES RISQUES**

Patent Applicant/Assignee:

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US, US (Residence), US (Nationality)

Inventor(s):

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Legal Representative:

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Washington, DC 20005, US

Patent and Priority Information (Country, Number, Date):

Patent: WO 200048111 A1 20000817 (WO 0048111)

Application: WO 2000US732 20000113 (PCT/WO US0000732)

Priority Application: US 99249022 19990212

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK  
DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR  
LS LT LU LV MA MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ  
TM TR TT TZ UA UG UZ VN YU ZA ZW

(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

(AP) GH GM KE LS MW SD SL SZ TZ UG ZW

(EA) AM AZ BY KG KZ MD RU TJ TM

Main International Patent Class: G06F-017/60

Publication Language: English

Filing Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 12467

**English Abstract**

A computer-based system for reducing market risk for a given portfolio by examining the expected market risk, pricing it, and transferring some or all of it in exchange for consideration, which can be either cash, other property or part of the opportunity cost forgone in connection with or an assignment of part of the portfolio. A user (1-1) will select a portfolio of securities to be protected, and the account to be shielded is devised by the computer-based system and executed and transacted for the user. The portfolio is then analyzed and prices the requested shielding in a variety of different manners. The user (1-1) then selects the protection desired and the payment method, and the securities shielded are then held in the system or a third party custodial arrangement (1-7) or noted as the selected reference securities in connection with a virtual portfolio.

**French Abstract**

L'invention concerne un systeme informatise destine a reduire les risques du marche pour un portefeuille donne. Ce systeme consiste a examiner les risque escomptes du marche, a les chiffrer, et a les transferer partiellement ou entierement en valeur d'echange, qui peut etre soit du numeraire, soit un autre bien, soit une partie du cout de renonciation lie au portefeuille ou a un transfert d'une partie de ce dernier. Un utilisateur (1-1) selectionne un portefeuille de valeurs a proteger, et le compte a proteger est elabore par le systeme informatise, les

Search Report from Ginger R. DeMille

operations et transactions s'y referant etant executees pour l'utilisateur. Le portefeuille est ensuite analyse, et ledit systeme chiffre la protection demandee de plusieurs facons differentes. L'utilisateur (1-1) selectionne alors la protection desiree et le mode de paiement, et les valeurs protegees sont ensuite conservees par le systeme, ou par accord de depot avec un tiers (1-7), ou inscrites en tant que valeurs de reference selectionnees parallelement a un portefeuille virtuel.

Legal Status (Type, Date, Text)

Publication 20000817 A1 With international search report.

Examination 20001116 Request for preliminary examination prior to end of 19th month from priority date

Fulltext Availability:

Detailed Description

Detailed Description

... who wish to sell shares in the fund, the fund can, in essence, "make a **market** " in their own **shares** and guarantee liquidity to these holders by **redeeming** their interests in the fund for cash the next day at net asset value. If...

10/5,K/23 (Item 22 from file: 349)

DIALOG(R) File 349:PCT FULLTEXT

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00565079 \*\*Image available\*\*

**SECURE ARCHITECTURE FOR EXCHANGE EXECUTES DIGITALLY SIGNED CONTRACTS**  
**ARCHITECTURE SECURISEE PERMETTANT L'EXECUTION D'ECHANGES DE CONTRATS A**  
**SIGNATURE NUMERIQUE**

Patent Applicant/Assignee:

SECURE ACCOUNTS LTD,  
GREEN Robert,  
STAMMERS Jeremy,  
CATE Vincent,  
HASTINGS Sean,

Inventor(s):

GREEN Robert,  
STAMMERS Jeremy,  
CATE Vincent,  
HASTINGS Sean,

Patent and Priority Information (Country, Number, Date):

Patent: WO 200028452 A1 20000518 (WO 0028452)

Application: WO 99US25853 19991103 (PCT/WO US9925853)

Priority Application: US 98107261 19981105; US 99292291 19990415

Designated States: AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK  
DM EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR  
LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM  
TR TT TZ UA UG US UZ VN YU ZA ZW GH GM KE LS MW SD SL SZ TZ UG ZW AM AZ  
BY KG KZ MD RU TJ TM AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT  
SE BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

Main International Patent Class: G06F-017/60

International Patent Class: H04K-001/00; H04L-009/00

Publication Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 15308

Search Report from Ginger R. DeMille

English Abstract

A secure architecture for value exchanges among parties (58, 60, 62), such that the parties can be widely distributed geographically and can employ a wide range of Accounting Units. It comprises a formalized legal contract in a special format, a public key that identifies each party, a computer for each party (54), a software program (56) for each party that can create, validate, sign, store, encrypt, transmit, and execute contracts, a communication method between the computers, and a database (52) for each party to hold the contracts and Identity information (98) for each party.

French Abstract

Architecture securisee permettant d'echanger des valeurs entre parties (58, 60, 62), de facon que lesdites parties puissent etre tres eloignees geographiquement et utiliser une grande diversite d'unites de compte. L'architecture comprend un contrat formalise conformement a la loi, presente sous un format special; une cle publique identifiant chaque partie; un ordinateur pour chaque partie (54); un programme (56) logiciel pour chaque partie, capable de creer, valider, signer, stocker, coder, transmettre et executer des contrats; une technique permettant aux ordinateurs de communiquer; et une base de donnees (52) pour chaque partie, destinee a conserver les contrats et les informations (98) d'identite de chaque partie.

Fulltext Availability:  
Detailed Description

Detailed Description

... government that backs legal tender, a bank that backs receipts for legal tender or for **shares** in a Money **Market** Mutual fund, a casino that issues gambling tokens, an airline that issues frequent flyer miles, a corporation that issues phone cards, or ownership shares, or 23 coupons that can be **redeemed** at cooperating companies, a lawyer who issues units **redeemable** as hours of his time, or any other value that someone will promise to **redeem** under certain conditions with some real world value. The architecture does not ensure in any...

10/5,K/24 (Item 23 from file: 349)

DIALOG(R) File 349:PCT FULLTEXT

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00520703 \*\*Image available\*\*

**METHOD AND SYSTEM FOR ELECTRONIC DISTRIBUTION OF PRODUCT REDEMPTION COUPONS  
PROCEDES ET SYSTEME DE DISTRIBUTION ELECTRONIQUE DE COUPONS DE  
REMBOURSEMENT DE PRODUIT**

Patent Applicant/Assignee:

NETVALUE INC,  
BARNETT Craig W,  
BARNETT Karen R,  
BRAUNSTEIN Mark,

Inventor(s):

BARNETT Craig W,  
BARNETT Karen R,  
BRAUNSTEIN Mark,

Patent and Priority Information (Country, Number, Date):

Patent: WO 9952055 A1 19991014

Search Report from Ginger R. DeMille

Application: WO 98US6898 19980406 (PCT/WO US9806898)

Priority Application: WO 98US6898 19980406

Designated States: AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ DE DK EE ES  
FI GB GE GH GM GW HU ID IL IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MD  
MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT UA UG UZ  
VN YU ZW GH GM KE LS MW SD SZ UG ZW AM AZ BY KG KZ MD RU TJ TM AT BE CH  
CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE BF BJ CF CG CI CM GA GN ML  
MR NE SN TD TG

Main International Patent Class: G06F-017/60

Publication Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 10125

English Abstract

A method and system for electronic distribution of product redemption coupons (18) to computers (6) located at users' homes. A centrally located repository (2) stores coupon data for downloading to the computer (6). The user may view, select, sort and print desired coupons (18) from the data. User demographic as well as coupon selection data is returned to the repository (2), coupon distributor (16) and issuers (14) for marketing analysis. The repository (2) performs coupon processing on coupon data such as variation of discounts. The repository (2) determines frequency a particular coupon (18) was viewed. Upon presentation at a retail store (10), the discount is provided to the user. Upon redemption by the store (10), transaction data is supplied to the coupon issuers (14) and distributor for integration into marketing analysis. The electronic coupon system is secured by inclusion of user-specific identification indicia printed thereon.

French Abstract

L'invention concerne un procede et un systeme de distribution electronique de coupons (18) de remboursement de produit sur des ordinateurs (6) situes chez des utilisateurs. Un dispositif d'archivage central stocke des donnees de coupon de maniere a telecharger l'ordinateur (6). L'utilisateur peut visualiser, selectionner, trier et imprimer les coupons (18) desires a partir de ces donnees. L'etude quantitative des utilisateurs ainsi que les donnees de selection de coupon sont retournees au dispositif d'archivage (2), au distributeur de coupon (16) et aux emetteurs (14) afin d'effectuer une analyse marketing. Le dispositif d'archivage (2) execute le traitement de coupon sur des donnees de coupon telles que la variation des remises. Le dispositif d'archivage (2) determine la frequence a laquelle un coupon (18) particulier a ete visualise. Lors de la presentation du coupon dans un magasin de detail (10), la remise est effectuee a l'utilisateur. Lors du remboursement par le magasin, des donnees de transaction sont fournies aux emetteurs (14) de coupons et aux distributeurs afin d'etre integrees dans l'analyse marketing. Le systeme de coupon electronique est garanti par l'inclusion d'indices d'identification specifiques a l'utilisateur, imprimes sur ledit coupon.

Fulltext Availability:

Detailed Description

Detailed Description

... that a consistent significant savings is easily achievable using coupons.

The notion of issuing product **redemption** coupons to consumers was an innovative idea to entice consumers to try

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new products in the hope that, after the first try of a new product at a **coupon** discounted price, they would become repeat

2

customers at the regular price. Coupons are effective...

...become customary, so much so that today's consumers have come to expect coupons. Often, **coupon** price incentives significantly reduce brand loyalty, and manufacturers must issue more coupons than desired to maintain **market share**. **Market share** has also been impacted by an increase in the number and variety of competing "...store brands. The competitive nature of the retail industry does not allow manufacturers to reduce **coupon** distribution, and in some market sectors, such as cereals, the majority of purchases are made...

10/5,K/25 (Item 24 from file: 349)

DIALOG(R) File 349:PCT FULLTEXT

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00488469 \*\*Image available\*\*

**SYSTEMS, METHODS AND COMPUTER PROGRAM PRODUCTS FOR ELECTRONIC TRADING OF FINANCIAL INSTRUMENTS**

**SYSTEMES, METHODES ET PROGRAMMES INFORMATIQUES DESTINES A LA NEGOCIATION ELECTRONIQUE D'INSTRUMENTS FINANCIERS**

Patent Applicant/Assignee:

DERIVATIVES NET INC,

MAY R Raymond,

Inventor(s):

MAY R Raymond,

Patent and Priority Information (Country, Number, Date):

Patent: WO 9919821 A1 19990422

Application: WO 98US21518 19981013 (PCT/WO US9821518)

Priority Application: US 9762410 19971014

Designated States: AL AM AT AU AZ BA BB BG BR BY CA CH CN CU CZ CZ DE DE

DK DK EE EE ES FI FI GB GD GE GH GM HR HU ID IL IS JP KE KG KP KR KZ LC

LK LR LS LT LU LV MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SK

SL TJ TM TR TT UA UG US UZ VN YU ZW GH GM KE LS MW SD SZ UG ZW AM AZ BY

KG KZ MD RU TJ TM AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG

Main International Patent Class: G06F-017/60

Publication Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 34553

English Abstract

An Internet-protocol based anonymous trading system which enables traders to identify bids and offers which they are eligible to trade based upon a color coded methodology which gives the trader credit preference information about the potential counterparty while still maintaining the anonymity of the potential counterparty. To that end, each bid or offer is prescreened against all possible counterparties' credit information in the system and each counterparty sees a unique color coded trading interface based upon their particular credit preference combinations and the others in the system. The system then shows all prices in the system, and the color-coding tells the trader which prices he is able to trade, and also shows him the full depth of

Search Report from Ginger R. DeMille

the market, including those the trader is unable to trade.

French Abstract

Système de négociation anonyme basé sur un protocole Internet, qui permet à des négociateurs d'identifier les soumissions et les offres pour la négociation desquelles ils sont éligibles. Le système est basé sur une méthodologie de codes de couleurs, qui donne au négociateur des informations de préférence de crédit sur les contreparties éventuelles, tout en conservant l'anonymat desdites contreparties. À cet effet, chaque soumission ou offre est préalablement examinée à la recherche de toutes les informations de crédit des contreparties du système, et chaque contrepartie voit une interface de négociation avec un code d'une seule couleur sur la base de ses propres combinaisons de préférences de crédit et de celles des autres participants au système. Le système présente ensuite tous les prix, et le codage par couleurs indique au négociateur quels prix il est capable de négocier et lui montre la totalité du marché, y compris les prix qu'il est incapable de négocier.

Fulltext Availability:

Claims

Claim

... These features include interfaces such as a command center interface, a market entry interface, a **market** details interface, an **outstanding** order interface, an historical order interface, and functions such as symbology, credit preference checking, term...coupons. Examples are FREQ: M = Monthly, Q = Quarterly, S = Semi-annually, A = Annually, Z = Zero **Coupon** plus BASIS F = A/365 Fixed, B = 30/360, M = A/360, I = A/365... exchanged in the terms negotiation function described below.

ARREAR: The ARREAR parameter defines when the **coupon** (s) on a swap is both set and paid. Most interest rate swaps set their...

...coupons at the beginning of the period and pay them at the end of a **coupon** period. In an ARREAR swap, however, the **coupon** is set and paid at the end of the period. This is commonly referred to...DESCRIPTION SETTING

Legal The format of the legal agreement used ISDA, BBAFX

Month-end Whether **coupon** payment dates roll on YES, NO

month-end dates or not

Settle For swaptions whether...the act of trading by any two parties by a flashing volume indicator in the **top** right-hand corner. Thus, the **market** entry interface 250 enables a trader to easily monitor many different markets with relative ease...

10/5,K/26 (Item 25 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00470425 \*\*Image available\*\*

PRIZE DELIVERY SYSTEM

SYSTEME D'ATTRIBUTION DE PRIX

Patent Applicant/Assignee:

HOWES James P,

Inventor(s):

HOWES James P,

Patent and Priority Information (Country, Number, Date):

Patent: WO 9901359 A1 19990114

Application: WO 98US12897 19980619 (PCT/WO US9812897)

Priority Application: US 97887150 19970702; US 9844467 19980319



Search Report from Ginger R. DeMille

Designated States: CA AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE  
Main International Patent Class: B65D-085/08  
Publication Language: English  
Fulltext Availability:  
    Detailed Description  
    Claims  
Fulltext Word Count: 9406

English Abstract

By employing the present invention, a delivery system comprising drinking straws (21) as a holder or instrument for secretly retaining a prize award (22) is realized. The drinking straws of the present invention may be randomly intermixed with conventional non-prize bearing straws, while being incapable of detection prior to opening the cover or holder (23) associated therewith. In this way, prize awards such as cash and/or models of prizes being won are secretly hidden and randomly distributed by lucky customers who instantly win the prize award.

French Abstract

La presente invention concerne un systeme d'attribution comprenant des pailles (21) pour boisson comme support ou instrument destine a contenir secretement un prix (22). Les pailles pour boisson, selon la presente invention, peuvent etre melangees de maniere aleatoire avec des pailles pour boisson classiques non assorties de prix. Il est impossible de detecter la presence ou non d'un prix avant l'ouverture du couvercle ou du support (23) associe a la paille. De cette facon, les prix tels que de l'argent et/ou des representations de prix gagnes sont caches et distribues secretement de maniere aleatoire au joueur chanceux qui gagne immediatement le prix.

Fulltext Availability:  
    Detailed Description

Detailed Description

... labels are affixed to the outside surface of drinking cups.

In order to achieve greater **market share** and/or product sales, various entities in the food service industry have attempted to find...

...to expensive prize awards which are won by collecting numerous components of a final multipart **coupon** or ticket. In this way, numerous repeated visits to the food provider are required before...

10/5,K/27      (Item 26 from file: 349)  
DIALOG(R)File 349:PCT FULLTEXT  
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00439365      \*\*Image available\*\*

**REAL-TIME INDIVIDUALLY-TARGETED PROMOTIONS**  
**AUTOPUBLICITE A CIBLAGE INDIVIDUEL EN TEMPS REEL**

Patent Applicant/Assignee:

GOTTLICH Stephen,  
HORWITZ Jacob,

Inventor(s):

GOTTLICH Stephen,  
HORWITZ Jacob,

Patent and Priority Information (Country, Number, Date):

Patent:                   WO 9829829 A1 19980709

Application:            WO 97US23573 19971224 (PCT/WO US9723573)

Search Report from Ginger R. DeMille

Priority Application: US 96774961 19961227  
Designated States: AU BR CA IL JP MX NZ AT BE CH DE DK ES FI FR GB GR IE IT  
LU MC NL PT SE  
Main International Patent Class: G06K-019/06  
Publication Language: English  
Fulltext Availability:  
Detailed Description  
Claims  
Fulltext Word Count: 13247

English Abstract

Real-time, individually-targeted promotions system comprising a transportable user card or record (10), which need not contain on-board processing capacity, and a printer/reader/writer apparatus. The user card (10) comprises a magnetic surface (18a) for writing, storing and re-writing machine readable data and a thermo-reversible print region (17) for receiving and visually displaying a determined response to a user in non-volatile, erasable, re-writable graphical or textual human-readable format. The printer/reader/writer apparatus (20) comprises magnetic read/write capabilities, thermo-chromic writer/eraser, data entry keypad (31) and display (32), and sufficient data storage and processing devices.

French Abstract

Cette invention se rapporte a un systeme d'autopublicite concu pour un ciblage individuel en temps reel, et comportant d'une part, une carte ou un document utilisateur transportable (10), qui ne necessite pas de capacite integree de traitement, et d'autre part, un appareil d'impression/lecture/redaction. Ladite carte utilisateur (10) comporte une surface magnetique (18a) permettant d'ecrire, de stocker et de reecrire des donnees susceptibles d'etre lues par une machine, et une region d'impression thermo-reversible (17) concue pour recevoir et afficher une reponse determinee a un utilisateur, sous une forme susceptible d'etre lue par une personne, textuelle ou graphique, re-inscriptible, effacable et non volatile. Ledit appareil (20) d'impression/lecture/redaction comporte des organes de lecture/ecriture magnetiques, un organe de redaction/effacement thermochromique, un clavier pour l'entree des donnees (31) et un dispositif d'affichage (32), ainsi que des dispositifs suffisants de stockage et de traitement des donnees.

Fulltext Availability:  
Detailed Description

Detailed Description

... Prior Art

In today's competitive environment, businesses are in a constant battle to increase **market share**. As a result, each day we are exposed to an extensive variety of marketing techniques, including broadcast advertising on television and radio; print advertising in magazines and newspapers; various **coupon** delivery systems; direct mail; billboards; contests; and in-store displays. Although such advertising serves its...

10/5,K/28 (Item 27 from file: 349)  
DIALOG(R) File 349:PCT FULLTEXT  
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00340064 \*\*Image available\*\*

METHOD AND APPARATUS OF CREATING A FINANCIAL INSTRUMENT AND ADMINISTERING  
AN ADJUSTABLE RATE LOAN SYSTEM

**PROCEDE ET APPAREIL PERMETTANT DE CREER UN INSTRUMENT FINANCIER ET DE GERER  
UN SYSTEME DE PRET A TAUX VARIABLE**

Patent Applicant/Assignee:

KING Douglas L,

Inventor(s):

KING Douglas L,

Patent and Priority Information (Country, Number, Date):

Patent: WO 9622576 A1 19960725

Application: WO 96US266 19960116 (PCT/WO US9600266)

Priority Application: US 9517 19950118

Designated States: AL AM AU AZ BB BG BR BY CA CN CZ EE FI GE HU IS JP KG KP

KR KZ LK LR LS LT LV MD MG MK MN MX NO NZ PL RO RU SG SI SK TJ TM TR TT

UA UZ VN KE LS MW SD SZ UG AZ BY KG KZ RU TJ TM AT BE CH DE DK ES FR GB

GR IE IT LU MC NL PT SE BF BJ CF CG CI CM GA GN ML MR NE SN TD TG

Main International Patent Class: G06F

Publication Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 23477

**English Abstract**

The present invention discloses a method and apparatus of creating a financial instrument (figure 1) which, in exchange for money payments placed with a participating financial institution (figure 1), guarantees return of principal and payment of an adjustable rate of interest over a specified period of time and administering an adjustable rate loan system (figure 1). The interest crediting rate (figure 2) is established each year (figure 2) for the following year (figure 2), within a corridor of minimum and maximum contractually specified rates (figure 2). This rate is generally expected to float in excess of the rate of government securities of similar term, providing the lender (figure 1) with a new method of compensation for accepting longer term risk. The system (figure 1) protects and improves borrower (figure 1) solvency and credit quality by allowing reduced interest payments (figure 1) in periods of reduced financial ability. The financial instrument (figure 1) may be issued as a debt obligation, an annuity contract, a certificate of deposit or other form. The instrument may be an obligation of an insurance company, bank, single purpose corporation, a trust or other entity.

**French Abstract**

L'invention concerne un procede et un appareil permettant, d'une part, de creer un instrument financier (figure 1) qui, en echange d'un reglement effectue aupres d'un organisme financier participant (figure 1), garantit le remboursement du capital et le paiement d'un taux d'interet variable sur une periode determinee et, d'autre part, la gestion d'un systeme de pret a taux variable (figure 1). Le taux d'interet inscrit au credit (figure 2) est etabli chaque annee (figure 2) pour l'annee suivante (figure 2), dans une fourchette de taux minimal et maximal definis par contrat (figure 2). D'une maniere generale, ce taux flotte en principe au-dessus du taux des fonds d'Etat a terme similaire, le preteur (figure 1) disposant ainsi d'une nouvelle technique d'indemnisation pour les risques a long terme. En ce qui concerne l'emprunteur, ce systeme (figure 1) garantit et ameliore sa solvabilite ainsi que la qualite du credit puisqu'il permet de reduire le montant des interets (figure 1) en periode de baisse des capacites financieres. L'instrument financier (figure 1) peut etre emis sous forme de titre de creance, de contrat de rente, de certificat de placement ou autre. Il peut etre une obligation d'une compagnie d'assurances, d'une banque, d'une societe a vocation unique, d'un groupe ou d'une autre entite.

Fulltext Availability:

Search Report from Ginger R. DeMille

Detailed Description

Detailed Description

... these risks for a long period  
as the shares are not easily marketable.

To create **share** liquidity, improve **market** values and attract new shareholders, companies often go public. If the company is publicly traded, additional market risk is present 15 as the value of **shares** may be influenced by **market** sentiment or other factors which do not affect the underlying performance or book value of...

...to reduce the long-term risk of holding an equity position, the transferring party assumes **market** value risk if the **shares** are publicly 20 traded. The party may also receive additional compensation in the form of **market** gains on **shares** attributable to **market** sentiment, as opposed to the performance ...option by the holder to convert to common shares, the ability of the corporation to **redeem** the shares, and a senior position in a 30 liquidation. For the transferring party, the...  
...the company, this format may provide additional funding which may be subsequently reduced through share **redemption** .

35 Payment of an annual preference dividend is generally out of net profits, so the...

10/5,K/29 (Item 28 from file: 349)

DIALOG(R) File 349:PCT FULLTEXT

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00309793 \*\*Image available\*\*

**DATA PROCESSING SYSTEM AND METHOD FOR FINANCIAL DEBT INSTRUMENTS  
SYSTEME ET PROCEDE DE TRAITEMENT DE DONNEES POUR TITRES DE CREANCE**

Patent Applicant/Assignee:

MORGAN STANLEY GROUP INC,

Inventor(s):

TULL Robert S Jr,  
WEISBERGER David M,  
FOX John V,  
KARSENTY Myriam J,

Patent and Priority Information (Country, Number, Date):

Patent: WO 9527945 A1 19951019

Application: WO 95US4222 19950405 (PCT/WO US9504222)

Priority Application: US 94797 19940406

Designated States: AM AU BB BG BR BY CA CN CZ EE FI GE HU IS JP KE KG KR KZ  
LK LR LT LV MD MG MN MW MX NO NZ PL RO RU SD SG SI SK TJ TT UA UZ VN KE  
MW SD SZ UG AT BE CH DE DK ES FR GB GR IE IT LU MC NL PT SE BF BJ CF CG  
CI CM GA GN ML MR NE SN TD TG

Main International Patent Class: G06F-015/16

Publication Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 12109

English Abstract

A data processing system and method is disclosed for implementing and

Search Report from Ginger R. DeMille

control of a financial debt instrument which is listed for a limited period of time and is traded as a listed security (20). The debt instrument is based on an underlying basket of stocks optimally selected to track an established capital market (1) and its price also reflects accrued investment income and maintenance expenses. The data processing system receives input from the capital market and periodically evaluates the performance of the financial debt instrument, reporting its price to customers (5). Also disclosed is a data processing system for administering an investment group of such debt instruments designed to track the performance of several domestic and foreign markets, estimate their return and provide current price information to customers.

French Abstract

Systeme et procede de traitement de donnees permettant de mettre en oeuvre et de gerer un titre de creance inscrit en bourse pour une periode limitee et negocie sous forme d'une valeur cotee (20). Ce titre de creance est emis en fonction d'un portefeuille d'actions sous-jacent selectionne de facon optimale afin de suivre un marche financier etabli (1), et sa valeur refilete egalement les frais de maintenance et les revenus d'investissement accumules. Ce systeme de traitement de donnees recoit des donnees en entree du marche financier et estime periodiquement les performances du titre de creance, communiquant sa valeur aux clients (5). L'invention se rapporte egalement a un systeme de traitement de donnees permettant de gerer un groupe d'investissement de tels titres de creance, concu pour suivre les performances de plusieurs marches nationaux et etrangers, evaluer leur rendement et fournir aux clients des informations relatives aux prix courants.

Fulltext Availability:

Claims

Claim

- ... tracking an index associated with an established capital market using a selected basket of stock **shares** representative of the capital **market**, the method comprising the steps of:  
determining using a computer program the price to be...
- ...concerning the expected cash inflow and dividend distributions for each share, of the basket of **shares**; the expected capital **market** settlement costs; and a market impact factor which reflects the expected trading patterns for the...
- ...the financial debt instrument for the predetermined limited period of time, the debt instrument being **redeemable** and having a scheduled maturity date; and determining a **redemption** value of the debt instrument at the scheduled maturity date based on the aggregate value...

10/5,K/30 (Item 29 from file: 349)

DIALOG(R) File 349:PCT FULLTEXT

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00296136

PAPERLESS COUPON REDEMPTION SYSTEM AND METHOD THEREOF

SYSTEME DE REMBOURSEMENT DE COUPONS AUTOMATISE ET PROCEDE ASSOCIE

Patent Applicant/Assignee:

Search Report from Ginger R. DeMille

VALENCIA Luis,  
HOWE John,  
Inventor(s):  
VALENCIA Luis,  
HOWE John,

Patent and Priority Information (Country, Number, Date):

Patent: WO 9514287 A1 19950526

Application: WO 94US12944 19941116 (PCT/WO US9412944)

Priority Application: US 93152129 19931116

Designated States: AM AU BB BG BR BY CA CN CZ FI GE HU JP KE KG KP KR KZ LK  
LT LV MD MG MN MW NO NZ PL RO RU SD SI SK TJ TT UA UZ VN KE MW SD SZ AT  
BE CH DE DK ES FR GB GR IE IT LU MC NL PT SE BF BJ CF CG CI CM GA GN ML  
MR NE SN TD TG

Main International Patent Class: G06K-015/20

Publication Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 6925

English Abstract

A system and method of allowing a shopper to obtain the benefit of reduced prices for certain items without the necessity of redeeming paper coupons is described. The system employs an integrated circuit (IC) smart card (2) containing an erasable memory (6) therein. This memory (6) would contain information relating to a discount coupon amount, as well as information relating to particular products which have been purchased. This card (2) would be inserted into a reader/writer terminal (62) provided at a retailer's checkout counter. Items which are purchased are scanned and compared with items to be discounted as well as the information provided by the customer IC smart card (2). After the cashier has totaled the customer's purchases, the information contained in the IC smart card would be altered accordingly.

French Abstract

Systeme et procede permettant a un acheteur d'obtenir le benefice de prix reduits sur certains articles sans avoir a se faire rembourser de coupons. Le systeme utilise une carte a puce a circuit integre (2) munie d'une memoire effacable (6) qui contient des informations relatives au montant des coupons de remise ainsi que des informations relatives aux differents produits achetes. Ladite carte (2) s'insere dans un terminal de lecture/ecriture (62) situe a une caisse de sortie du detaillant. Les articles achetes sont passes au scanner et compares aux articles objets de remises ainsi qu'aux informations de la carte a puce (2) du client. Lorsque le caissier a totalise les achats du client, les informations de la carte (2) sont modifiees en consequence.

Fulltext Availability:

Detailed Description

Detailed Description

... a particular

product; and existing product promotion for the purpose of retaining or expanding current **market share** of a particular product, The standard method of promotion used to effectuate these purposes is to provide **coupon** offerings as price discount inducements to initially try or repurchase a particular product.

Currently, the...

10/5,K/31 (Item 30 from file: 349)  
DIALOG(R)File 349:PCT FULLTEXT  
(c) 2003 WIPO/Univentio. All rts. reserv.

00294710

**ELECTRONIC BILL PAY SYSTEM**

**SYSTEME DE PAIEMENT DE FACTURES ELECTRONIQUE**

Patent Applicant/Assignee:

VISA INTERNATIONAL SERVICE ASSOCIATION,

Inventor(s):

HILT James J,

Patent and Priority Information (Country, Number, Date):

Patent: WO 9512859 A1 19950511

Application: WO 94US11890 19941018 (PCT/WO US9411890)

Priority Application: US 93146515 19931101

Designated States: AM AT AU BB BG BR BY CA CH CN CZ DE DK EE ES FI GB GE HU

JP KE KG KP KR KZ LK LR LT LU LV MD MG MN MW NL NO NZ PL PT RO RU SD SE

SI SK TJ TT UA UZ VN KE MW SD SZ AT BE CH DE DK ES FR GB GR IE IT LU MC

NL PT SE BF BJ CF CG CI CM GA GN ML MR NE SN TD TG

Main International Patent Class: G06F

Publication Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 15768

**English Abstract**

A bill pay system (figure 4) wherein participating consumers (12) pay bills (30) to participating billers (14) through a payment network (102) operating according to preset rules (104). The participating consumers (12) receive bills (3) from participating billers (14) (paper/mail bills, e-mail notices, implied bills for automatic debts) which indicate an amount, and a unique biller identification number (120). To authorize a remittance, a consumer (12) transmits (2) to its participating bank (16) a bill pay order (122) indicating a payment date, a payment amount, the consumer's account number with the biller (14), a source of funds (232) and the biller's (14) biller identification number, either directly or by reference to static data containing those data elements. Bank C (16) then submits a payment message (124) to a payment network (102), and the payment network (102), which assigns the biller reference numbers, forwards (268) the payment message to the biller's bank (18). For settlement, the consumer's bank (16) debits the consumer's (12) account and is obligated to a net position with the payment network (102); likewise, the biller's bank (18) receives a net position from the payment network (102) and credits the biller's bank account (268). If the consumer's bank (16) agrees to send non-reversible payment messages (124), the consumer's bank (16) does not submit the transaction until funds are good unless the consumer's bank (16) is willing to take the risk of loss if funds are not good, in the case of a guaranteed payment network (102).

**French Abstract**

Systeme de paiement de factures (figure 4) dans lequel les consommateurs participants (12) paient des factures (30) a des organismes de facturation participants (14) par un reseau de paiement (102) exploite selon des regles preetablies (104). Les consommateurs participants (12) recoivent des factures (3) envoyees par lesdits organismes de facturation participants (14) (factures sur papier expediees par la poste, avis par reseau E-mail, factures implicites pour dettes a recouvrement automatique) sur lesquelles figurent un montant et un numero d'identification unique (120) de l'organisme de facturation. Pour

Search Report from Ginger R. DeMille

autoriser la remise, le consommateur transmet (2) a sa banque participante (16) un ordre de paiement de facture (122) sur lequel figurent la date et le montant du paiement, le numero de compte du consommateur avec l'organisme de facturation (14), une source de fonds (232) et le numero d'identification de la facture (14) de l'organisme de facturation, soit directement soit par reference a des donnees statiques contenant ces elements d'informations. La banque C (16) envoie ensuite une message de paiement (124) dans un reseau de paiement (102), lequel (102) attribue un numero de reference a l'organisme de facturation et envoie (268) le message de paiement a la banque dudit organisme (18). Pour le reglement, la banque (16) du consommateur debite le compte (12) du consommateur et est tenue d'etre en position nette avec le reseau de paiement (102). De la meme maniere, la banque (18) de l'organisme de facturation accepte d'envoyer un message de paiement non reversible (124), la banque du consommateur (16) ne soumettant pas la transaction tant que la provision n'est pas suffisante, sauf si, meme en cas de provision insuffisante, la banque (16) du consommateur souhaite prendre des risques, dans un reseau de paiement avalise (102).

Fulltext Availability:  
Detailed Description

Detailed Description

... with less of a problem with missing checks or coupons, because the check is the **coupon**. The biller still must contend with the paper shuffling, checks that do not clear, etc...so that it can charge less than another bank and thus compete for a larger **market share**, since banks do not charge for the GIRO services and have no power to reduce...

10/5,K/32 (Item 31 from file: 349)

DIALOG(R) File 349:PCT FULLTEXT

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00192867 \*\*Image available\*\*

**A COMPUTERIZED MERCHANDISING SYSTEM**  
**SYSTEME DE DISTRIBUTION INFORMATISE**

Patent Applicant/Assignee:

ES-TECH INTERNATIONAL INC,

Inventor(s):

SCHULZE Everett E Jr,

Patent and Priority Information (Country, Number, Date):

Patent: WO 9110216 A1 19910711

Application: WO 91US46 19910102 (PCT/WO US9100046)

Priority Application: US 90394 19900105

Designated States: AT AU BE CA CH DE DK ES FR GB GR IT JP KR LU NL NO SE

Main International Patent Class: G07F-007/06

Publication Language: English

Fulltext Availability:

Detailed Description

Claims

Fulltext Word Count: 12731

English Abstract

A redeemable coupon dispensing, real-time closed loop system (10) is provided, preferably including a recycling machine (50) for accepting returnable containers, that has an on board computer (18) controlling an on board coupon printer (32) and coupon dispenser (28). The recycling machine is typically located near an establishment that accepts the redeemable coupons and dispenses one or more coupons (60) when it



Search Report from Ginger R. DeMille

receives recyclable containers. Upon redemption, the coupon is scanned (read) and cancelled so that it cannot be reused. The read coupon information remains within the system and is transmitted for evaluation by the coupon issuer who modifies or updates information to be printed on subsequent coupons using the printer housed within the recycling machine. Updated information to be printed on coupons can be generated using a coupon distributor computer, which is located away from the recycling machine and which is accessible by one having authority to change information on the coupons.

French Abstract

Système de distribution de coupons remboursables en temps reel et en boucle fermée (10). Il comprend de préférence une machine à recycler (50) les recipients récupérables munie d'un ordinateur intégré (32) et d'un distributeur de coupons (28). Cette machine sera de préférence installée à proximité d'un établissement qui accepte les coupons remboursables et les délivre (60) à la réception de recipients recyclables. Les coupons recus sont lus par balayage et annulés de manière à ne pas pouvoir être réemployés. L'information figurant sur ces coupons est mémorisée dans le système et est transmise pour appréciation par le distributeur de coupons qui modifie ou actualise les données à imprimer sur les coupons suivants, à l'aide de l'imprimante installée dans la machine à recycler. Une fois mises à jour, les données à imprimer peuvent être sorties sur un ordinateur relié au distributeur de coupons. Cet ordinateur sera séparé de la machine à recycler et son accès sera réservé au responsable chargé de modifier les informations figurant sur les coupons.

Fulltext Availability:  
Detailed Description

Detailed Description

... services. Coupons are the promotional device of choice used to switch brand loyalties to new **products** , , or, conversely, to retain **market share** and/or precious shelf space in stores when a competitor introduces a new product. Traditional methods of distributing coupons have included the print media by way of **coupon** supplements in Sunday newspapers, , advertisements including coupons in magazines and newspapers, as well as direct...

10/5,K/33 (Item 32 from file: 349)

DIALOG(R)File 349:PCT FULLTEXT

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00163068 \*\*Image available\*\*

**PROCESSING SYSTEM FOR MANAGING BI-MEDIA INVESTMENTS**

**SYSTEME DE TRAITEMENT POUR GERER DEUX MOYENS DE PLACEMENT**

Patent Applicant/Assignee:

ALLDREDGE Robert L,

Inventor(s):

ALLDREDGE Robert L,

Patent and Priority Information (Country, Number, Date):

Patent: WO 8909451 A1 19891005

Application: WO 88US1097 19880329 (PCT/WO. US8801097)

Priority Application: WO 88US1097 19880329

Designated States: AT AU BE BR CH DE DK FI FR GB IT JP KR LU NL NO SE

Main International Patent Class: G06F-015/21

International Patent Class: G06F-15:30

Publication Language: English

Fulltext Availability:

Search Report from Ginger R. DeMille

Detailed Description

Claims

Fulltext Word Count: 12718

English Abstract

A financial system for managing client accounts consisting of first and second media investments is disclosed. The first media represents a revenue producing investment and the second media represents a negotiable draft type of investment. The system controls the issuance and the transfer of draft. Buy and sell orders are supervised to balance values between the first and second investments such that outstanding draft is supported by the first media investment. Provision is made for the system to collect a charge upon transfer or issue of drafts and further provision is made for the owner of record of a draft to continue to benefit from the earnings of the associated value of first media investment even after transfer of the draft to another party under selected circumstances.

French Abstract

Un systeme financier pour gerer des comptes clients comprend des premier et second moyens de placement. Le premier moyen represente un placement qui rapporte et le second moyen represente un placement du type traite negociable. Le systeme gere l'emission et le transfert de traite. Le systeme supervise les ordres d'achat et de vente afin d'equilibrer les valeurs entre les premier et second placements de sorte que l'effet a recouvrer soit couvert par le premier moyen de placement. Le systeme permet le prelevement de frais lors du transfert ou de l'emission des faits et permet egalement au detenteur un titre des faits de continuer a beneficier des gains de la valeur associee du premier moyen de placement meme apres transfert de l'effet a un tiers dans des circonstances choisies.

Fulltext Availability:

Detailed Description

Detailed Description

... s

account, wherein the first media is a revenue generating, qualified investment such as money **market shares** , and the second media is a negotiable draft instrument issued by the financial institution or...

...requires a duplicate

signature of the original owner before the traveler's check may be **redeemed** . The preferred draft may require additional features, such as that the investor's account number...

...is validated and backed by a suitable underlying investment so that the draft may be **redeemed** by the issuer and the cost recovered from the investment account of the investor owning...

?

# Search Report from Ginger R. DeMille

? show files

File 15:ABI/Inform(R) 1971-2003/Jul 10  
 (c) 2003 ProQuest Info&Learning  
 File 16:Gale Group PROMT(R) 1990-2003/Jul 10  
 (c) 2003 The Gale Group  
 File 148:Gale Group Trade & Industry DB 1976-2003/Jul 10  
 (c)2003 The Gale Group  
 File 160:Gale Group PROMT(R) 1972-1989  
 (c) 1999 The Gale Group  
 File 275:Gale Group Computer DB(TM) 1983-2003/Jul 10  
 (c) 2003 The Gale Group  
 File 621:Gale Group New Prod. Annou. (R) 1985-2003/Jul 10  
 (c) 2003 The Gale Group  
 File 9:Business & Industry(R) Jul/1994-2003/Jul 08  
 (c) 2003 Resp. DB Svcs.  
 File 20:Dialog Global Reporter 1997-2003/Jul 10  
 (c) 2003 The Dialog Corp.  
 File 476:Financial Times Fulltext 1982-2003/Jul 10  
 (c) 2003 Financial Times Ltd  
 File 610:Business Wire 1999-2003/Jul 10  
 (c) 2003 Business Wire.  
 File 613:PR Newswire 1999-2003/Jul 10  
 (c) 2003 PR Newswire Association Inc  
 File 634:San Jose Mercury Jun 1985-2003/Jul 09  
 (c) 2003 San Jose Mercury News  
 File 636:Gale Group Newsletter DB(TM) 1987-2003/Jul 10  
 (c) 2003 The Gale Group  
 File 810:Business Wire 1986-1999/Feb 28  
 (c) 1999 Business Wire  
 File 813:PR Newswire 1987-1999/Apr 30  
 (c) 1999 PR Newswire Association Inc

? ds

Set	Items	Description
S1	2921846	(MARKET OR BRANDS OR PRODUCTS) (5N) (SHARE OR SHARES OR RANK OR TOP OR LEADING OR OUTSTANDING) OR SHARE (2W) MARKET
S2	41928	(PERCENT? OR RATIO? OR AVERAGE OR DISTRIBUTION) (3W) (TOTAL - OR ALL OR PRODUCT) (1) SALES
S3	74996	TARGET (1) MARKET
S4	573572	(PERCENT? OR RATIO? OR AVERAGE) (4W) SALES
S5	8209	RELEVANT (1) MARKET? ?
S6	14777	(S1 OR S2 OR S4 OR S5) AND S3
S7	7016	(S1 OR S2 OR S4 OR S5) (3S) S3
S8	84	(EXISTING OR HISTORICAL OR PAST OR STATIC OR ACTUAL) (2W) (S1 OR S2 OR S4 OR S5) (20N) (CURRENT OR DYNAMIC OR RIGHT (1) NOW OR - REALTIME OR REAL (1) TIME) (2W) (S1 OR S2 OR S4 OR S5)
S10	47	RD (unique items)
S11	0	(COMPAR? OR ANALYS? OR ANALYZ? OR EVALUAT? OR RANK? OR RATING OR RATE) (3W) S8
S12	6	S8 (20N) (COMPAR? OR ANALYS? OR ANALYZ? OR EVALUAT? OR RANK? OR RATING OR RATE)
S13	5	RD (unique items)
?		

Search Report from Ginger R. DeMille

? t10/3,k/all

10/3,K/1 (Item 1 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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02576575 326385601

**Knowing 'a man who can'**

Susman, Brian; Newman, Andrew

Insurance Brokers' Monthly & Insurance Adviser v53n4 PP: 3 Apr 2003

ISSN: 0260-2385 JRNL CODE: IBA

WORD COUNT: 379

...TEXT: external corporate support for all business functions. "We have all worked with consultants in the **past** and **share** the cynicism on delivery. **Current market** conditions makes the proposition more attractive, providing we are prepared to take accountability for our...

10/3,K/2 (Item 2 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

(c) 2003 ProQuest Info&Learning. All rts. reserv.

02052064 45998746

**REITs: Outstanding value or same old story?**

Storms, Phil

Journal of Financial Planning v12n9 PP: 38-40 Nov 1999

ISSN: 1040-3981 JRNL CODE: JFN

WORD COUNT: 1418

...TEXT: care REIT issued a huge block of new stock at five percent less than the **current market** value of **existing shares**. Guess what happened to the value of existing shares on the next trading day? They...

10/3,K/3 (Item 3 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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01961988 46794909

**The evolution of dominant market shares: The role of network effects**

Clark, Bruce H; Chatterjee, Sangit

Journal of Marketing Theory & Practice v7n2 PP: 83-96 Spring 1999

ISSN: 1069-6679 JRNL CODE: MTP

WORD COUNT: 9471

...TEXT: the previous period deviation market share (the bracketed term, reflecting the difference between the expected **market share** and **actual market share**). Finally, the above model assumes that attractiveness and previous **market share** contribute equally to **current period market share**. Redmond finds that this model, applied to nine annual observations, fits the data slightly better...

10/3,K/4 (Item 4 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

(c) 2003 ProQuest Info&Learning. All rts. reserv.

01033930 96-83323

**John Tugwell**

Search Report from Ginger R. DeMille

Rehak, Judith  
Chief Executive n103 PP: 30-31 May 1995  
ISSN: 0160-4724 JRNL CODE: CHE  
WORD COUNT: 1038

...TEXT: received another boost with the acquisitions of two New Jersey community banking groups in the **past** year. **Current market share** figures are difficult to come by, but Beth Summers, an analyst with Ryan, Beck & Co...

**10/3,K/5 (Item 5 from file: 15)**  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2003 ProQuest Info&Learning. All rts. reserv.

00937140 95-86532  
**Some IS vendors aim for one-stop shopping, others retrench**  
Bergman, Rhonda  
Hospitals & Health Networks v68n21 PP: 66 Nov 5, 1994  
ISSN: 1068-8838 JRNL CODE: HPT  
WORD COUNT: 735

...TEXT: shopping?

Know the product and the vendor

When selecting a vendor, look for:

- \* Financial strength
- \* **Current and historical market share**
- \* The **market share** that they stand to gain
- \* Whether a company's products have evolved from mainframe to...

**10/3,K/6 (Item 6 from file: 15)**  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2003 ProQuest Info&Learning. All rts. reserv.

00926763 95-76155  
**Company distribution policies**  
Renton, Nick  
Australian Accountant v64n9 PP: 19-22 Oct 1994  
ISSN: 0004-8631 JRNL CODE: AAA  
WORD COUNT: 2541

...TEXT: rights issue. However, the subscription price of new shares can usually be pitched below the **current market** price of the **existing shares**, thus enabling the rights to be sold by those shareholders who do not wish to...

**10/3,K/7 (Item 7 from file: 15)**  
DIALOG(R)File 15:ABI/Inform(R)  
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00922643 95-72035  
**Insurance coverage litigation and the financial impact of**

**Superfund-mandated hazardous waste liabilities on the insurance industry**  
Anderson, Dan R  
Journal of Insurance Regulation v13n1 PP: 53-96 Fall 1994  
ISSN: 0736-248X JRNL CODE: JIA  
WORD COUNT: 10827

...TEXT: the specific financial burdens of individual insurers. This would be true for assessments based on **past market shares**, as well as those based on **current** and future **market shares**. For instance, if liability assessments were based on more recent or current market shares of...

10/3,K/8 (Item 8 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
(c) 2003 ProQuest Info&Learning. All rts. reserv..

00854063 95-03455

**Greenberg says Superfund reform plan is unfair**

Howard, Lisa  
National Underwriter (Property/Casualty/Employee Benefits) v98n15 PP: 33-34 Apr 11, 1994  
ISSN: 0898-8897 JRNL CODE: NUN  
WORD COUNT: 627

...ABSTRACT: currently are smaller are arguing that the Superfund tax should be on the basis of **current market share**, not **historical market share**. Even though they calculated the premium and issued the policies, these companies do not want...

...TEXT: are smaller "are arguing that the [Superfund] tax ought to be on the basis of **current market share**, not **historical market share**," he said.

So even though they calculated the premium and issued the policies, these companies...

10/3,K/9 (Item 1 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
(c) 2003 The Gale Group. All rts. reserv.

10545028 Supplier Number: 103451276 (USE FORMAT 7 FOR FULLTEXT)  
**RCAI Announces Letter of Intent with U.S. Partner Company.**  
Business Wire, p5064  
June 17, 2003  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 361

... of which will be announced immediately thereafter.

Based upon the company's progress over the **past year**, **current market share**, and the capabilities of the partner company, RCAI projects that it will secure as much...

10/3,K/10 (Item 2 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
(c) 2003 The Gale Group. All rts. reserv.

09876864 Supplier Number: 87470194 (USE FORMAT 7 FOR FULLTEXT)  
**The J.M. Smucker Company Announces Strong Fourth Quarter and Fiscal Year**

Search Report from Ginger R. DeMille

**2002 Results.**

PR Newswire, pCLM03517062002  
June 17, 2002  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 2391

... a product of the successful implementation of our three pronged growth strategy of expanding our **current market share** in our **existing products** and markets, developing new products, and pursuing acquisitions to strengthen our market leading positions. This...

**10/3,K/11 (Item 3 from file: 16)**  
DIALOG(R)File 16:Gale Group PROMT(R)  
(c) 2003 The Gale Group. All rts. reserv.

09482406 Supplier Number: 83371807 (USE FORMAT 7 FOR FULLTEXT)  
**Brantley Capital Corporation Announces Results of Special Meeting of Stockholders.**

PR Newswire, pCLF01401032002  
March 1, 2002  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 416

... that can be used to increase our annual cash dividends."  
Mr. Pinkas continued, "Based on **historical market data**, **shares** of business development companies that pay a regular dividend tend to trade at a premium to net asset value per **share**. In addition, **current market** conditions, influenced by more stringent credit standards of commercial banks have created an opportunity for...

**10/3,K/12 (Item 4 from file: 16)**  
DIALOG(R)File 16:Gale Group PROMT(R)  
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08522841 Supplier Number: 73300177 (USE FORMAT 7 FOR FULLTEXT)  
**Netron Launches Solution to Reduce Complexity of Large-Scale Data Migration Projects.**

Business Wire, p2030  
April 17, 2001  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 1052

... data from the source database to the target model.  
ALLTEL Information Services is producing new **real - time /DB2 products** to complement its **existing market - leading** financial software suite. Components of this software suite are used by four of the top...

**10/3,K/13 (Item 5 from file: 16)**  
DIALOG(R)File 16:Gale Group PROMT(R)  
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07451839 Supplier Number: 62678176 (USE FORMAT 7 FOR FULLTEXT)  
**Clear Logic Secures \$12 Million in Private Equity Financing; 40% Growth**

Search Report from Ginger R. DeMille

**Exceeding Expectations.**

Business Wire, p0316  
June 12, 2000  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 1174

... might") consistent with mandates for "plain English" in financial documents.

In particular, all references to **current** and **historical market share** are estimates based on limited information, and forecasts of future market share and revenue objectives...

**10/3,K/14 (Item 6 from file: 16)**  
DIALOG(R)File 16:Gale Group PROMT(R)  
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07339707 Supplier Number: 62145560 (USE FORMAT 7 FOR FULLTEXT)  
**Witness Systems' eQuality Software Completes Siebel 99 Validation.**  
Business Wire, p1553  
May 17, 2000  
Language: English Record Type: Fulltext  
Document Type: Newswire; Trade  
Word Count: 1084

... to offer on-demand sales and service assistance, including comprehensive information profiles about customers, accounts, **products**, **past** purchases, **current** opportunities, **outstanding** quotes, service records and service level agreements. These capabilities enable CSRs to recommend products and...

**10/3,K/15 (Item 7 from file: 16)**  
DIALOG(R)File 16:Gale Group PROMT(R)  
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07051247 Supplier Number: 58326635 (USE FORMAT 7 FOR FULLTEXT)  
**(C.sup.3): Enhancing Profitability through Effective Contract Management.**  
Med Ad News, v18, n6, pS3  
June, 1999  
Language: English Record Type: Fulltext  
Document Type: Magazine/Journal; Trade  
Word Count: 1732

... rebated amount based on total utilization  
\* Historical Benchmark Rebate, which establishes rebate rates based on **past** performance  
\* **Market Share** Tiered Rebate, which creates a predefined tier structure with corresponding rebate rates based on **current market share**  
\* Rebate & Chargeback Management capabilities, which include Data Submission, Validation, integrated Rebate & Administrative Fee Calculation, Review...

**10/3,K/16 (Item 8 from file: 16)**  
DIALOG(R)File 16:Gale Group PROMT(R)  
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Search Report from Ginger R. DeMille

05771924 Supplier Number: 50260024 (USE FORMAT 7 FOR FULLTEXT)  
**Quickturn Design Systems Board of Directors Rejects Mentor Graphics'  
Unsolicited Offer**

PR Newswire, p824NYM021  
August 24, 1998  
Language: English Record Type: Fulltext  
Article Type: Article  
Document Type: Newswire; Trade  
Word Count: 1300

... verification market;  
-- Quickturn's expenditures of over \$60 million on research and  
development in the **past** three years, **leading** to **current**  
and future  
planned **products** ;  
-- Quickturn's strong intellectual property position, including 25 issu  
ed  
United States patents, 25 pending United...

10/3,K/17 (Item 9 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
(c) 2003 The Gale Group. All rts. reserv.

05296558 Supplier Number: 48064263 (USE FORMAT 7 FOR FULLTEXT)  
**JOB CUTS AND REFINANCING AIMED AT BOLSTERING THOMSON**  
Audio Week, v9, n40, pN/A  
Oct 20, 1997  
Language: English Record Type: Fulltext  
Document Type: Newsletter; Trade  
Word Count: 598

... share in EC countries to 10% through 2,000. That's "significantly  
less than its **past** and **current** **market** **share** " for Europe's No. 2 TV  
marketer, Breton said in statement to EC -- concession to...

10/3,K/18 (Item 10 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
(c) 2003 The Gale Group. All rts. reserv.

05269667 Supplier Number: 48028882 (USE FORMAT 7 FOR FULLTEXT)  
**COMMISSION GIVES CONDITIONAL APPROVAL TO THOMSON MULTIMEDIA STATE AID**  
European Report, pN/A  
Oct 4, 1997  
Language: English Record Type: Fulltext  
Document Type: Newsletter; Trade  
Word Count: 336

(USE FORMAT 7 FOR FULLTEXT)  
TEXT:  
...of the EU market for television sets to 10%, i.e. significantly less  
than its **past** and **current** **market** **share** .

10/3,K/19 (Item 11 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
(c) 2003 The Gale Group. All rts. reserv.

Search Report from Ginger R. DeMille

04050623 Supplier Number: 45892586 (USE FORMAT 7 FOR FULLTEXT)

**Pollution woes to continue**

Business Insurance, p28

Oct 30, 1995

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Tabloid; Trade

Word Count: 1016

... part process:

First, S&P apportioned the \$40 billion to individual insurers based on their **current** and **historical market share** in the lines of business most likely to be affected by environmental liability claims.

S...

10/3,K/20 (Item 12 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2003 The Gale Group. All rts. reserv.

03319230 Supplier Number: 44588074 (USE FORMAT 7 FOR FULLTEXT)

**Greenberg Says Superfund Reform Plan Is Unfair**

National Underwriter Property & Casualty-Risk & Benefits Management, p33

April 11, 1994

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 631

... are smaller 'are arguing that the (Superfund) tax ought to be on the basis of **current market share**, not **historical market share**, ' he said.

So even though they calculated the premium and issued the policies, these companies...

10/3,K/21 (Item 13 from file: 16)

DIALOG(R)File 16:Gale Group PROMT(R)

(c) 2003 The Gale Group. All rts. reserv.

02495882 Supplier Number: 43297775 (USE FORMAT 7 FOR FULLTEXT)

**Agency Heads View 'Chilled' Biz**

Tour & Travel News, v0, n0, p1

Sept 14, 1992

Language: English Record Type: Fulltext

Document Type: Magazine/Journal; Trade

Word Count: 1020

... Rockville, Md.-based USTravel, vice president of marketing Doug Marshall, said the strategy in the **current market** is to protect **existing market share** and steal some from competitors.

'Our agents are being told to protect every client they...

10/3,K/22 (Item 1 from file: 148)

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2003 The Gale Group. All rts. reserv.

08811617 SUPPLIER NUMBER: 18491405 (USE FORMAT 7 OR 9 FOR FULL TEXT)

**THE GOVERNMENT OF JAPAN PROPOSES A NEW MULTILATERAL FORUM TO REPLACE THE CURRENT U.S.-JAPAN SEMICONDUCTOR ARRANGEMENT, WHICH WILL EXPIRE AS SCHEDULED, ON JULY 31, 1996.**

Search Report from Ginger R. DeMille

Business Wire, p7021220

July 2, 1996

LANGUAGE: English RECORD TYPE: Fulltext

WORD COUNT: 925 LINE COUNT: 00088

... a "numerical target". The reality of their proposal is quite different. While proposing that the **existing** 20% **market share** be eliminated ( **current market** penetration for foreign semiconductors in Japan is over 30%), the U.S. proposal calls for...

**10/3,K/23 (Item 2 from file: 148)**

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2003 The Gale Group. All rts. reserv.

07815003 SUPPLIER NUMBER: 16830878 (USE FORMAT 7 OR 9 FOR FULL TEXT)

**Last year's launches still strong in Seattle.(retail sales of new men's toiletries) (Men's Toiletries)**

Spector, Robert

WWD, v169, n72, pS18(1)

April 14, 1995

ISSN: 0149-5380 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 682 LINE COUNT: 00053

... existing brands, then you are cannibalizing your business. I didn't find that [situation] this **past** fall."

**Current top** -selling **brands** at The Bon include Klein's Eternity for Men and Obsession for Men, Lauren's...

**10/3,K/24 (Item 3 from file: 148)**

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2003 The Gale Group. All rts. reserv.

05591920 SUPPLIER NUMBER: 12328887 (USE FORMAT 7 OR 9 FOR FULL TEXT)

**Foreign competition and the market power inquiry. (Developments 1991-92)**

Baker, Donald I.; Balto, David A.

Antitrust Law Journal, 60, n3, 945-980

Fall, 1991

ISSN: 0003-6056 LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT; ABSTRACT

WORD COUNT: 16645 LINE COUNT: 01365

... or less full advantages of scale economy opportunities...(113)

In addition, a foreign exporter's **actual current market share** may not reflect its sophistication and technical ability.(114)

Where transportation costs and tariffs are...

**10/3,K/25 (Item 4 from file: 148)**

DIALOG(R)File 148:Gale Group Trade & Industry DB

(c)2003 The Gale Group. All rts. reserv.

05491252 SUPPLIER NUMBER: 11420888 (USE FORMAT 7 OR 9 FOR FULL TEXT)

**Utah exports: an overview of products and destinations.**

Harris, Tamara L.

Utah Business, v4, n8, p18(3)

Sept, 1991

LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

WORD COUNT: 1234 LINE COUNT: 00108

Search Report from Ginger R. DeMille

... has at least one domestic and eight foreign competitors, yet it has captured a large **market** segment. "Our **current** international **market share** is 40 percent. That's up from 25 percent in the **past**. Our domestic **market share** is 85 percent," said Barbara Herrmann, vice president of marketing,

Asked about the impact of...

10/3,K/26 (Item 5 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2003 The Gale Group. All rts. reserv.

03288699 SUPPLIER NUMBER: 05204100 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Dart Group delivers letter to Dayton Hudson.**  
PR Newswire, NY10  
Sept 29, 1987  
LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT  
WORD COUNT: 802 LINE COUNT: 00072

... opportunity for Dayton Hudson's stockholders to receive cash which is substantially greater than the **current** and **historical market** price for their **shares** ; and

(6) the opportunity for the company's stockholders to profit from a continuing equity...

10/3,K/27 (Item 6 from file: 148)  
DIALOG(R)File 148:Gale Group Trade & Industry DB  
(c)2003 The Gale Group. All rts. reserv.

03286216 SUPPLIER NUMBER: 05175815 (USE FORMAT 7 OR 9 FOR FULL TEXT)  
**Dart Group releases text of letter to Dayton Hudson.**  
PR Newswire, NY100  
Sept 17, 1987  
LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT  
WORD COUNT: 728 LINE COUNT: 00060

... opportunity for the company's stockholders to receive cash which is substantially greater than the **current** and **historical market** price for their **shares** ; and

(6) the opportunity for the company's stockholders to profit from a continuing equity...

10/3,K/28 (Item 1 from file: 9)  
DIALOG(R)File 9:Business & Industry(R)  
(c) 2003 Resp. DB Svcs. All rts. reserv.

2964967 Supplier Number: 02964967 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**St. Paul, Minn.-Based Medical Supplier Gets Early Approval for Defibrillator**  
**(St Jude Medical Inc gets Food & Drug Administration approval for Photo dual-chamber defibrillator; defibrillator market totals \$1 bil)**  
Saint Paul Pioneer Press , p N/A  
October 31, 2000  
DOCUMENT TYPE: Regional Newspaper (United States)  
LANGUAGE: English RECORD TYPE: Fulltext  
WORD COUNT: 676

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...Securities, said St. Jude expects the Photon to add about 2 percentage points to its **current** 7 percent **share** of the defibrillator **market** .

"Is it going to be a new 2 percent? Or will the **existing** 7 percent **market share** they have convert over to their dual-chamber?" Hollenhorst asked. "That's the big question..."

10/3,K/29 (Item 2 from file: 9)  
DIALOG(R)File 9:Business & Industry(R)  
(c) 2003 Resp. DB Svcs. All rts. reserv.

1801051 Supplier Number: 01801051

**BZ plans to increase its share on the market**

(Bratri Zatkove aims to boost Czech pasta market share past its current share of 20%; output of pasta totaled some 10,000 t in 1996)

Hospodarske noviny, p 6

April 02, 1997

DOCUMENT TYPE: Journal ISSN: 8750-6874 (Czech Republic)

LANGUAGE: Czech RECORD TYPE: Abstract

(Bratri Zatkove aims to boost Czech pasta market share past its current share of 20%; output of pasta totaled some 10,000 t in 1996)

10/3,K/30 (Item 1 from file: 20)  
DIALOG(R)File 20:Dialog Global Reporter  
(c) 2003 The Dialog Corp. All rts. reserv.

27274572 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Q3 2002 Huntington Bancshares Earnings Conference Call - Final - Part 2**

FAIR DISCLOSURE WIRE

October 17, 2002

JOURNAL CODE: WFDW LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 4004

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... quantity of the originations, assures a steady flow of profitable originations.

Slide 36 reflects our **current** and **historical market share** for our three largest markets accroding to market size. Achieving size allows us to not...

10/3,K/31 (Item 2 from file: 20)  
DIALOG(R)File 20:Dialog Global Reporter  
(c) 2003 The Dialog Corp. All rts. reserv.

25269237 (USE FORMAT 7 OR 9 FOR FULLTEXT)

**Durlacher FY loss narrows, proposes share capital reorganisation - UPDATE**

AFX UK (FOCUS)

October 02, 2002

JOURNAL CODE: WAXU LANGUAGE: English RECORD TYPE: FULLTEXT

WORD COUNT: 298

(USE FORMAT 7 OR 9 FOR FULLTEXT)

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... each, of which 569,850,595 are issued and fully paid, the company said.

The **current market** price of the **existing** ordinary **shares** is significantly lower than their nominal value and due to company law restrictions, it is...

10/3,K/32 (Item 3 from file: 20)  
DIALOG(R)File 20:Dialog Global Reporter  
(c) 2003 The Dialog Corp. All rts. reserv.

25268361 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**Durlacher FY loss narrows, proposes share capital reorganisation**  
AFX UK (FOCUS)  
October 02, 2002  
JOURNAL CODE: WAXU LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 162

(USE FORMAT 7 OR 9 FOR FULLTEXT)

The **current market** price of the **existing** ordinary **shares** is significantly lower than their nominal value and due to company law restrictions, it is...

10/3,K/33 (Item 4 from file: 20)  
DIALOG(R)File 20:Dialog Global Reporter  
(c) 2003 The Dialog Corp. All rts. reserv.

20412153 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**Vocalis Group PLC - Issue of Equity**  
NEW RNS  
November 28, 2001  
JOURNAL CODE: WRNS LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 4590

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... New Ordinary Share. By issuing the New Ordinary Shares at a substantial discount to the **current middle market** price of the **Existing Ordinary Shares**, the Directors believe that they are acting in the best interests of the Group and...

10/3,K/34 (Item 5 from file: 20)  
DIALOG(R)File 20:Dialog Global Reporter  
(c) 2003 The Dialog Corp. All rts. reserv.

17936407 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**Gaynor: The little exchange that couldn't**  
SECTION TITLE: Business  
NEW ZEALAND HERALD  
July 21, 2001  
JOURNAL CODE: WNZH LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 1214

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... evident in their websites. The ASX and SGX have attractive and comprehensive sites that contain **current** and **historical share** prices,

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graphs, company announcements, **market** statistics and much, much more.  
By comparison, the NZSE has a substandard site with no...

**10/3,K/35 (Item 6 from file: 20)**  
DIALOG(R)File 20:Dialog Global Reporter  
(c) 2003 The Dialog Corp. All rts. reserv.

16755114  
**MVV aims to increase free float with capital increase (MVV will Streubesitz mit Kapitalerhöhung haben)** (translated English abstract)  
BORSEN-ZEITUNG, p10  
May 18, 2001  
JOURNAL CODE: WBZT LANGUAGE: German RECORD TYPE: ABSTRACT  
WORD COUNT: 167

... to be sold, but the company now plans to increase capital as well as selling **existing shares**. On the basis of **current market** capitalisation, the volume to be issued would amount to 164m euros.  
In order to benefit...

**10/3,K/36 (Item 7 from file: 20)**  
DIALOG(R)File 20:Dialog Global Reporter  
(c) 2003 The Dialog Corp. All rts. reserv.

15313439 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**Lloyds undeterred by Abbey bid referral**  
Chris Hughes Financial Editor  
INDEPENDENT  
February 24, 2001  
JOURNAL CODE: FIND LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 574

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... advised that the DTI would clear the deal, even though Lloyds' and Abbey's combined **share** of the **existing current** account **market** is greater than the 25 per cent ceiling imposed by regulators. Lloyds will seek to...

**10/3,K/37 (Item 8 from file: 20)**  
DIALOG(R)File 20:Dialog Global Reporter  
(c) 2003 The Dialog Corp. All rts. reserv.

14702759 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**M.L. Laboratories - Final Results - Part 1**  
REGULATORY NEWS SERVICE  
January 18, 2001  
JOURNAL CODE: WRNS LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 6778

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... 212.0p 212.0p 7.41% 7.41%  
\*Note: these RYs are based on the **current market** prices of the **existing ZDP Shares** referred to in paragraph 2(a) above and are calculated as at 12 January 2001...

10/3,K/38 (Item 9 from file: 20)  
DIALOG(R)File 20:Dialog Global Reporter  
(c) 2003 The Dialog Corp. All rts. reserv.

13570540 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**St. Paul, Minn.-Based Medical Supplier Gets Early Approval for Defibrillator**  
Karen Padley  
KRTBN KNIGHT-RIDDER TRIBUNE BUSINESS NEWS (SAINT PAUL PIONEER PRESS - MINNESOTA)  
October 31, 2000  
JOURNAL CODE: KSPP LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 674

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... Securities, said St. Jude expects the Photon to add about 2 percentage points to its **current** 7 percent **share** of the defibrillator **market**.

"Is it going to be a new 2 percent? Or will the **existing** 7 percent **market share** they have convert over to their dual-chamber?" Hollenhorst asked. "That's the big question..."

10/3,K/39 (Item 10 from file: 20)  
DIALOG(R)File 20:Dialog Global Reporter  
(c) 2003 The Dialog Corp. All rts. reserv.

08491786 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**BREWIN DOLPHIN HOLDINGS PLC: Company has exchanged contracts with Williams de Broe Plc to acquire part of its London based private client stockbroking business.**  
EXTEL COMPANY NEWS  
November 30, 1999  
JOURNAL CODE: FEXT LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 193

... Fund managers and employees of Williams de Broe joining Company will acquire some 180,000 **existing** Company Ord **shares**, with **current market** value of approximately GBP1.3m; they will agree to retain these shares for period of...

10/3,K/40 (Item 11 from file: 20)  
DIALOG(R)File 20:Dialog Global Reporter  
(c) 2003 The Dialog Corp. All rts. reserv.

08472436 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**Brewin Dolphin in 12 mln stg acquisition from ING's Williams de Broe**  
AFX EUROPE  
November 30, 1999  
JOURNAL CODE: WAXE LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 205

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... The fund managers and employees of Williams de Broe joining Brewin will acquire 180,000 **existing** Brewin **shares** with a **current market** value of 1.3 mln stg.



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Brewin said the acquisition continues the strategy of growing...

10/3,K/41 (Item 12 from file: 20)  
DIALOG(R)File 20:Dialog Global Reporter  
(c) 2003 The Dialog Corp. All rts. reserv.

02422706 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**Second-quarter outlook for manufacturing more subdued**  
STAR (MALAYSIA), p1  
August 05, 1998  
JOURNAL CODE: WTSM LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 311

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... local selling price but instead focused on more positive and concrete activities such as maintaining **current market share** and increasing domestic sales.

The FMM said domestic-oriented firms were more confident of maintaining their **existing market shares** in the second quarter.

There was some levelling off of activities to further cut the...

10/3,K/42 (Item 1 from file: 476)  
DIALOG(R)File 476:Financial Times Fulltext  
(c) 2003 Financial Times Ltd. All rts. reserv.

0006050824 BOBITBZAGAFT  
**UK Company News: Williams quick to post Racial document**  
ROLAND RUDD  
Financial Times, P 20  
Friday, September 20, 1991  
DOCUMENT TYPE: NEWSPAPER LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT  
Word Count: 291

...per cent, because Chubb's Union Parks business has a small retail side, while its **share** of the commercial **market** would remain **static**.

Williams' overall **share** of the lock **market** would not be greater than the **current market share** of Racial Chubb.

10/3,K/43 (Item 1 from file: 613)  
DIALOG(R)File 613:PR Newswire  
(c) 2003 PR Newswire Association Inc. All rts. reserv.

00783069 20020617CLM035 (USE FORMAT 7 FOR FULLTEXT)  
**J.M. Smucker Announces Strong Results**  
PR Newswire  
Monday, June 17, 2002 18:26 EDT  
JOURNAL CODE: PR LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT  
DOCUMENT TYPE: NEWSWIRE  
WORD COUNT: 2,683

TEXT:

...a  
product of the successful implementation of our three pronged growth strategy  
of expanding our **current market share** in our **existing products**

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and markets,  
developing new products, and pursuing acquisitions to strengthen our market  
leading positions. This...

10/3,K/44 (Item 2 from file: 613)

DIALOG(R)File 613:PR Newswire

(c) 2003 PR Newswire Association Inc. All rts. reserv.

00726578 20020301CLF014 (USE FORMAT 7 FOR FULLTEXT)

**Brantley Capital Announces Results of Special Meeting**

PR Newswire

Friday, March 1, 2002 11:36 EST

JOURNAL CODE: PR LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT

DOCUMENT TYPE: NEWSWIRE

WORD COUNT: 396

TEXT:

...that can

be used to increase our annual cash dividends."

Mr. Pinkas continued, "Based on **historical market data, shares of**  
business

development companies that pay a regular dividend tend to trade at a  
premium

to net asset value per **share** . In addition, **current market**  
conditions,

influenced by more stringent credit standards of commercial banks have  
created

an opportunity for...

10/3,K/45 (Item 1 from file: 636)

DIALOG(R)File 636:Gale Group Newsletter DB(TM)

(c) 2003 The Gale Group. All rts. reserv.

04697323 Supplier Number: 62855242 (USE FORMAT 7 FOR FULLTEXT)

**EQUALITY SOFTWARE COMPLETES SIEBEL 99 VALIDATION.**

Productivity Software, v13, n7, pNA

July, 2000

Language: English Record Type: Fulltext

Document Type: Newsletter; Trade

Word Count: 941

... to offer on-demand sales and service assistance, including  
comprehensive information profiles about customers, accounts, **products** ,  
**past purchases, current opportunities, outstanding quotes, service**  
records and service level agreements. These capabilities enable CSRs to  
recommend products and...

10/3,K/46 (Item 1 from file: 810)

DIALOG(R)File 810:Business Wire

(c) 1999 Business Wire . All rts. reserv.

0065296 BW649

**DART GROUP: Dart Group Corp. letter to Dayton Hudson Corp.**

September 29, 1987

Search Report from Ginger R. DeMille

Byline: Business Editors

...opportunity for Dayton Hudson's stockholders to receive cash which is substantially greater than the **current** and **historical market** price for their **shares** ; and

(6) the opportunity for the company's stockholders to profit from a continuing equity...

10/3,K/47 (Item 2 from file: 810)

DIALOG(R)File 810:Business Wire

(c) 1999 Business Wire . All rts. reserv.

0064244 BW795

**DART GROUP: Dart Group letter to Dayton Hudson Corp.**

September 17, 1987

Byline: Business Editors

...opportunity for the company's stockholders to receive cash which is substantially greater than the **current** and **historical market** price for their **shares** ; and

(6) the opportunity for the company's stockholders to profit from a continuing equity...

?

10/7/15 (Item 7 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
(c) 2003 The Gale Group. All rts. reserv.

07051247 Supplier Number: 58326635 (THIS IS THE FULLTEXT)  
(C.sup.3): Enhancing Profitability through Effective Contract Management.  
Med Ad News, v18, n6, pS3  
June, 1999  
TEXT:

KPMG's Contract Configurator and Calculator ((C.sup.3)) is among the pharmaceutical industry's first truly flexible, business-driven contract management systems. (C.sup.3) is designed to streamline business practices and provide the agility required to adapt them as corporate strategies.

In developing (C.sup.3), KPMG set out to build a contract management solution to meet the pharmaceutical industry's most pressing business needs, starting with the retention and expansion of existing contract portfolios. This challenge translates into requirements for reduced processing time, improved rebate and chargeback accuracy, and delivery of better, faster information to yield more informed business decisions.

(C.sup.3) addresses today's business agenda

(C.sup.3) was architected to provide increased capabilities to respond to business shifts and opportunities while accommodating historical data. It also helps maximize sales and contract compliance with advanced data cleansing, reconciliation and profitability features while versatile reporting capabilities allow a wide range of information viewing Options.

From the beachhead already established within the pharmaceutical rebate arena, (C.sup.3) can be readily scaled to include other industry sectors such as PBMs, chargebacks, Medicaid, and retail.

Advanced technology, rapid implementation

(C.sup.3) is a flexible, financially viable solution that can be rapidly implemented by pharmaceutical companies at far less cost -- and risk -- than proprietary systems developed in-house. It supersedes a host of industry-standard legacy packages that do not offer the adaptability and flexibility today's business environment requires.

Developed to be a modular system, (C.sup.3) is based on market-proven software engines. It employs advanced object-oriented software technology throughout, speeding implementation and delivering extremely flexible rebate structuring facilities.

Highly compatible with existing enterprise software investments, (C.sup.3) interfaces with popular enterprise resource planning (ERP) systems from SAP, Oracle, J.D. Edwards, and PeopleSoft, using the Oracle database for data warehousing. In addition, it incorporates KPMG's TRACK-UR, a widely used software application that analyzes and validates the prescription utilization data supplied to pharmaceutical companies by PBMs, mail service pharmacies, and HMOs.

(C.sup.3) functional overview

(C.sup.3)'s Contract Configurator suite offers a complete set of tools for flexible contract management, including Rebate Agreement, the easy-to-use Rebate Wizard (see section below), a formulary database, descriptions of therapeutic categories, and membership and eligibility data.

(C.sup.3) supports a wide range of rebate structures, including:

- \* Administrative Fee based on Total Utilization, which establishes a flat rebated amount based on total utilization
- \* Historical Benchmark Rebate, which establishes rebate rates based on **past** performance
- \* **Market Share** Tiered Rebate, which creates a predefined tier structure with corresponding rebate rates based on **current market share**
- \* Rebate & Chargeback Management capabilities, which include Data Submission, Validation, integrated Rebate & Administrative Fee Calculation,

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Review & Analysis, an InstaFix Adjustment module, Reconciliation & Payment, and Dispute Resolution. Highlights of the rebate facilities include:

- \* The ability to generate electronic reconciliation files at the same level of customer claim data (Rx, NDC, Plan, National).

- \* Feeding all claims data (electronic and manual data) through an initial Validation Module that validates data, automatically handling valid claims and providing easy resolution for disputed claims.

Integral to (C.sup.3)'s effectiveness is its TRACK-UR module, which provides pharmaceutical companies with a tool to analyze and validate prescription utilization based on the parameters of their customer contracts. It highlights trends in the data (such as high sales combined with low pull-through), reveals inaccurate utilization data (which could result in additional rebates), enhances knowledge of customer data and activities, and helps identify customer strengths and weaknesses.

As much as 25 percent of drug utilization data may be suspect -- the result of simple mistakes, inefficiencies, or, sometimes, fraud. Bad data results in overpayments to PBMs, mail service pharmacies, and HMOs, which can add up to hundreds of thousands of dollars. TRACK-UR helps pharmaceutical manufacturers and their business partners create and maintain contracts that are equitable and auditable. It delivers accurate data, helps facilitate improved relationships, and often results in significant savings.

(C.sup.3)'s broad Informational Reporting facilities allow detailed, customized reporting and ad hoc reporting to be generated by application users. In addition to Management Reporting, this module provides Claims Tracking and Audit & Control functions.

Embracing the Web -- and the enterprise

The (C.sup.3) system employs a three-tier architecture with graphical user interfaces. The user interfaces sit atop a Backbone comprising business logic and a service layer, which in turn runs on the Oracle relational database. A cross-platform foundation, the Backbone enables browser-based applications to be readily developed, taking advantage of corporate computing power while simplifying deployment and maintaining auditability. In embracing the Web, (C.sup.3) applications can be easily targeted for internal intranet applications, as well as distributed Web applications for business partners.

(C.sup.3) was designed to readily integrate with leading ERP application suites from SAP, Oracle, J.D.Edwards, and PeopleSoft, which collectively power many organizations in the health care industry. This is accomplished through (C.sup.3)'s Packaged Bridge module.

The remarkable Rebate Wizard

Unique to (C.sup.3), the Rebate Wizard gives contract managers the powerful tools they need to create flexible rebate agreements. It can be used to define an unlimited number of rebate structures, from calculations to tiered lookups, to tiers and decision branches.

With the Rebate Wizard, contracts can be built and segmented in any number of categories, including account attributes and therapeutic classes. Rebate structures can be associated at any level of the contract, providing complete flexibility in contract representation by removing the system limitations that inhibit effective contract negotiation.

Rebate Wizard features and benefits

The Rebate Wizard is a step-by-step tool for creating new types of rebate structures. It was designed to remove the barriers of complexity and rigidity that have hindered traditional contracting systems.

(C.sup.3)'s Rebate Wizard will establish and calculate any desired rebate based on existing data elements. Script-level validation enables processing of script-level claim data against a set of business rules. These rules can range from simple range and value checks to sophisticated duplicate, crossover, and dosage checks. Validation frees manufacturers from dependence on summary-level data from trading partners, which can often be unreliable. Summary-level validation is also performed on all

other data received, either manually input or paper based.

The Rebate Wizard's Membership graphical user interface provides a tool for maintaining membership and eligibility information in a consistent manner across PBMs and HMOs. Information typically captured in this component includes plan name, plan number, start and end dates, number of lives, type of business segment, formulary name, formulary number, and numerous other elements. This tool tracks changes in membership from quarter to quarter and provides reporting capability.

(C.sup.3)'s rebate processing functions combine the output of submission validation with the agreements created using the Rebate Wizard, helping ensure accurate calculation and payment of rebates at the account and plan levels.

(C.sup.3)'s Rebate Wizard delivers an array of compelling benefits, including:

- \* Script-level claim data validation
- \* Pricing of Medicaid rebates can be performed within the (C.sup.3) application
- \* Data that can be replicated to the field force for use at the point of negotiation
- \* Superior reconciliation facilities.

KPMG's strong solution delivery experience

Rigorous, methodical project management is essential in the cost-effective delivery of business-critical systems like (C.sup.3). KPMG's project management approach divides (C.sup.3) implementation into four discrete phases, each with its own set of objectives, deliverables, milestones, and feedback loops. The phases, and their functional requirements, are as follows:

\* Phase I: Analyze. This phase starts with a project kickoff and a review of the client's functional requirements. Working sessions are then conducted to refine business and user requirements. Business models are developed, and the technology architecture is identified and reviewed. A gap analysis is performed to quantify the difference between current and projected system capabilities. Last, a multistage implementation plan is developed.

\* Phase II: Design. The project gets under way with the creation of a data model, the subsystem definition and development of technical specifications. Object models and system process flows are also created, and user interfaces designed. Migration plans are made to transfer business processes from old systems to (C.sup.3). Configuration parameters are identified, and data conversion and loading processes are defined. Test plans are also made in anticipation of Phase IV.

\* Phase III: Develop. (C.sup.3)'s databases are converted and data is converted and/or loaded. Subsystems are developed and unit-tested, and automated test scripts created. User training plans and materials are also prepared.

\* Phase IV: Test & Deploy. The final phase of (C.sup.3) implementation starts with the loading of live data. Subsystems are installed, and integrated system testing is performed. User acceptance testing is executed, followed by user training. Finally, KPMG helps ensure a smooth launch of the new system by monitoring and evaluating the transition.

KPMG's newest end-to-end solution

KPMG has a rich history in working with pharmaceutical clients around the world. The latest addition to KPMG's broad array of health care offerings, (C.sup.3) is central to KPMG's strategy to provide end-to-end solutions that meet pharmaceutical companies' stringent requirements as they compete in today's dynamic marketplace.

Taming Change, Improving Your Business

KPMG's Health Care Consulting Practice

Perhaps more than in any other industry, constant, massive change is the primary business driver in health care. Increasing competition,

Search Report from Ginger R. DeMille

heightened customer expectations, regulatory issues and evolving delivery paradigms all put pressure on health care executives as they navigate their organizations through environmental turbulence.

A holistic approach

KPMG's Health Care Consulting Practice is here to help you tame change -- and improve the way your business functions. With hundreds of clients across the United States, we understand the critical link between a winning business strategy and sustained competitive advantage.

KPMG Health Care focuses on assisting clients with end-to-end solutions; our strategy, operations, and financial and information technology professionals understand the complex market challenges and opportunities facing the interdependent companies that comprise the health care ecosystem.

Business-critical solutions

Whether your organization is a pharmaceutical, med-tech or biotech company, or a hospital, health care system, physician organization or managed care organization, we can help you find answers to pressing business challenges such as:

- \* How can my organization sustain aggressive growth?
- \* How can my organization anticipate and react faster to changing external threats and opportunities?
- \* How can I effectively integrate a newly acquired firm to realize long-term value?
- \* How can we respond more effectively to customer needs and demands?

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? t10/9/5

10/9/5 (Item 5 from file: 15)

DIALOG(R)File 15:ABI/Inform(R)

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00937140 95-86532

**Some IS vendors aim for one-stop shopping, others retrench**

Bergman, Rhonda

Hospitals & Health Networks v68n21 PP: 66 Nov 5, 1994 CODEN: HOSIAJ

ISSN: 1068-8838 JRNL CODE: HPT

DOC TYPE: Journal article LANGUAGE: English LENGTH: 1 Pages

WORD COUNT: 735

**ABSTRACT:** The departure of Ameritech and Bell Atlantic from the health information systems (IS) market has caused some to wonder whether telecommunications companies, which were once bullish on health care ventures, are taking a 2nd look at their expectations. Longtime vendors that have undergone mergers and acquisitions in the past year are revising their health information system (IS) strategies. Ralph Wakerly of First Consulting Group says vendors are speculating that their survival hinges on becoming all-purpose IS vendors, so they are merging or acquiring in order to provide a full complement of products. Large IS vendors should weather current market changes because of their strong client bases, reputations, and access to capital for research, development, and possible acquisitions, Wakerly says.

**TEXT:** Telecommunications giant Ameritech boosted its profile in the health care information systems market when it launched a subsidiary, Health Connections, in 1992. The move seemed to be choreographed with previous efforts by Ameritech to establish a health care presence, including a major acquisition.

But earlier this fall the Chicago-based "Baby Bell" dismantled Health Connections, a developer of community health information networks and clinical systems. Those operations were merged into Ameritech's core business groups. Four senior management positions at Health Connections were subsequently lost in the shuffle.

Though health care remains on Ameritech's strategic radar screen, its integration with Ameritech's core divisions is designed to give customers better access to corporate resources and capabilities, according to a spokeswoman.

Still, one has to wonder whether telecommunications companies, which were once bullish on health care ventures, are taking a second look at their expectations. Can health care stack up against the lure of emerging consumer, markets in telecommunications, s as entertainment and interactive s vices, for example?

One recent high-profile departure from health care underlines that question. Earlier this year, Philadelphia-based Bell Atlantic sold the health care IS division it bought in 1990 in order to redirect focus on its core communications, information and entertainment businesses.

In addition to relative newcomers, longtime vendors that have undergone mergers and acquisitions in the past year are revising their health IS strategies. Call it instability or ongoing consolidation; the result is uncertainty when hospitals and health systems go IS shopping.

What does the future hold?

To survive today, IS vendors need both a good track record and something



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unique to offer the marketplace, says Ralph Wakerly, national director of community health information networks for First Consulting Group, Chicago. More importantly, IS products should be cost-justifiable and capable of supporting integrated health care delivery.

Wakerly says that the recent acceleration of acquisitions and mergers among vendors echoes the consolidation occurring among providers. Vendors are speculating that their survival hinges on becoming all-purpose IS vendors, so they're merging or acquiring in order to provide a full complement of products. For example, HBO & Co., Atlanta, acquired two other health information systems companies this year, Minneapolis-based Serving Software and IBAX Healthcare Systems, Longwood, FL. And Shared Medical Systems, Malvern, PA, is completing its acquisition of GTE Health Systems, Salt Lake City.

Consolidation also grows out of the value that large HIS vendors place on market share. "You'll see the big get bigger, and some firms that don't have critical mass or market share having a tougher time," says C. Lydon Neumann, Midwest regional director for health care information technology at Ernst Young, Chicago.

### Players outside the IS market

Large IS vendors should weather current market changes because of their strong client bases, reputations, and access to capital for research, development and possible acquisitions, Wakerly says. There's probably room for nonhealth IS vendors to enter the market, but he warns that health care organizations are leery of working with companies that aren't known for health care products. "They want to see where you've done it. And if you haven't done it, then you'd better be prepared to do it nearly at your own cost--if not for free--to buy your way into the market." But the health care market isn't for everybody. Some enter it only to discover that the market doesn't have the size and scale to make a major addition to their bottom line.

Perhaps the strongest role for telecommunications companies lies in telemedicine, teleradiology, and the transmission of information through voice, data and other mediums. Mark Schneider, manager of health care delivery at the consulting firm Arthur D. Little, Cambridge, MA, expects them to play a role in CHINs, but the jury's still out on whether they will succeed as information integrators or technology suppliers.

But Wakerly wonders about their diversification efforts into CHINs, a concern that comes out of the recent changes at Ameritech.

"Many of our clients are worried about what's going to happen," he says. "Ameritech is sending mixed signals to the health care market."

### IS shopping?

Know the product and the vendor

When selecting a vendor, look for:

- \* Financial strength
- \* **Current and historical market share**
- \* The **market share** that they stand to gain
- \* Whether a company's products have evolved from mainframe to client/server

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\* Whether the company is showing leadership in new areas of automation, such as managed care, computer-based patient records and data integration

THIS IS THE FULL-TEXT. Copyright American Hospital Publishing Inc 1994  
GEOGRAPHIC NAMES: US

DESCRIPTORS: Health care; Information systems; Vendors; Acquisitions & mergers; Market potential; Business conditions

CLASSIFICATION CODES: 8302 (CN=Software and computer services); 2330 (CN=Acquisitions & mergers); 7000 (CN=Marketing); 9190 (CN=United States)

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? t13/3,k/all

13/3,K/1 (Item 1 from file: 15)  
DIALOG(R)File 15:ABI/Inform(R)  
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01033930 96-83323

John Tugwell  
Rehak, Judith  
Chief Executive n103 PP: 30-31 May 1995  
ISSN: 0160-4724 JRNL CODE: CHE  
WORD COUNT: 1038

...TEXT: received another boost with the acquisitions of two New Jersey community banking groups in the **past** year. **Current market share** figures are difficult to come by, but Beth Summers, an **analyst** with Ryan, Beck & Co., a brokerage specializing in bank stocks, reckons that makes NatWest fourth...

13/3,K/2 (Item 1 from file: 16)  
DIALOG(R)File 16:Gale Group PROMT(R)  
(c) 2003 The Gale Group. All rts. reserv.

07051247 Supplier Number: 58326635 (USE FORMAT 7 FOR FULLTEXT)  
(C.sup.3): **Enhancing Profitability through Effective Contract Management.**  
Med Ad News, v18, n6, pS3  
June, 1999  
Language: English Record Type: Fulltext  
Document Type: Magazine/Journal; Trade  
Word Count: 1732

... rebated amount based on total utilization  
\* Historical Benchmark Rebate, which establishes rebate rates based on **past** performance  
\* **Market Share** Tiered Rebate, which creates a predefined tier structure with corresponding rebate rates based on **current market share**  
\* Rebate & Chargeback Management capabilities, which include Data Submission, Validation, integrated Rebate & Administrative Fee Calculation, Review & **Analysis**, an InstaFix Adjustment module, Reconciliation & Payment, and Dispute Resolution. Highlights of the rebate facilities include...

13/3,K/3 (Item 1 from file: 9)  
DIALOG(R)File 9:Business & Industry(R)  
(c) 2003 Resp. DB Svcs. All rts. reserv.

2964967 Supplier Number: 02964967 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**St. Paul, Minn.-Based Medical Supplier Gets Early Approval for Defibrillator**  
**(St Jude Medical Inc gets Food & Drug Administration approval for Photo dual-chamber defibrillator; defibrillator market totals \$1 bil)**  
Saint Paul Pioneer Press, p N/A  
October 31, 2000  
DOCUMENT TYPE: Regional Newspaper (United States)  
LANGUAGE: English RECORD TYPE: Fulltext  
WORD COUNT: 676

Search Report from Ginger R. DeMille

(USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:

...Jude's single-chamber defibrillator to the company's dual-chamber model.

Sandra Hollenhorst, an **analyst** with Prudential Vector Securities, said St. Jude expects the Photon to add about 2 percentage points to its **current** 7 percent **share** of the defibrillator **market**.

"Is it going to be a new 2 percent? Or will the **existing** 7 percent **market share** they have convert over to their dual-chamber?" Hollenhorst asked. "That's the big question..."

13/3,K/4 (Item 1 from file: 20)  
DIALOG(R)File 20:Dialog Global Reporter  
(c) 2003 The Dialog Corp. All rts. reserv.

17936407 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**Gaynor: The little exchange that couldn't**  
SECTION TITLE: Business  
NEW ZEALAND HERALD  
July 21, 2001  
JOURNAL CODE: WNZH LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 1214

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... evident in their websites. The ASX and SGX have attractive and comprehensive sites that contain **current** and **historical share** prices, graphs, company announcements, **market** statistics and much, much more.

By **comparison**, the NZSE has a substandard site with no main board company announcements, share-price graphs...

13/3,K/5 (Item 2 from file: 20)  
DIALOG(R)File 20:Dialog Global Reporter  
(c) 2003 The Dialog Corp. All rts. reserv.

13570540 (USE FORMAT 7 OR 9 FOR FULLTEXT)  
**St. Paul, Minn.-Based Medical Supplier Gets Early Approval for Defibrillator**  
Karen Padley  
KRTBN KNIGHT-RIDDER TRIBUNE BUSINESS NEWS (SAINT PAUL PIONEER PRESS - MINNESOTA)  
October 31, 2000  
JOURNAL CODE: KSPP LANGUAGE: English RECORD TYPE: FULLTEXT  
WORD COUNT: 674

(USE FORMAT 7 OR 9 FOR FULLTEXT)

... Jude's single-chamber defibrillator to the company's dual-chamber model.

Sandra Hollenhorst, an **analyst** with Prudential Vector Securities, said St. Jude expects the Photon to add about 2 percentage points to its **current** 7 percent **share** of the defibrillator **market**.

"Is it going to be a new 2 percent? Or will the **existing** 7 percent **market share** they have convert over to their dual-chamber?" Hollenhorst asked. "That's the big question..."

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? t17/3,k/all

**17/3,K/1 (Item 1 from file: 625)**

DIALOG(R)File 625:American Banker Publications  
(c) 2003 American Banker. All rts. reserv.

0234300

**Comment: Laying the Ground work For Successful Cobranding**

American Banker - March 24, 1999; Pg. 15; Vol. 164, No. 56

DOCUMENT TYPE: Journal      LANGUAGE: English      RECORD TYPE: Fulltext  
WORD COUNT:                589

BYLINE:

By FRANK B. MARTIEN, First Annapolis Consulting

TEXT:

...utilized

affiliation-based segmentation.

Although cobranded programs have attracted enough consumers to command a meaningful **share** of the **market**, financial viability has not always followed

from the standpoint of the cobranding partners.

The varied...

...cobranding arrangement.

In selecting a partner, each party should anticipate the counterparty's strategy for **target market**, growth, product offering, customer service philosophy, profitability, loyalty, and retention. The objective is a partner...

...structure that can be leveraged so that business generated through the cobranding program provides enough **returns** to comfortably support it.

The ideal issuing bank partner:

Has long-term viability and will...

**17/3,K/2 (Item 2 from file: 625)**

DIALOG(R)File 625:American Banker Publications  
(c) 2003 American Banker. All rts. reserv.

0208228

**Comment: The First Step to a Winning Brand Strategy Is Deciding Who You Are**

American Banker - November 12, 1997; Pg. 6; Vol. 162, No. 218

DOCUMENT TYPE: Journal      LANGUAGE: English      RECORD TYPE: Fulltext  
WORD COUNT:                774

BYLINE:

By Charles Farkas and Vijay Vishwanath

TEXT:

...carriage class" of

New Orleans for over 100 years, remaining highly profitable despite a small **market share**.

Our brand studies (see also "Your Brand's Best Strategy" in the May 1997 Harvard Business Review) have indicated, among other things, that **market share** alone does not drive profitability.

Consider how the difference between premium and value product categories ...

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...pay a premium for service and reliability.

Brand strategy should be consistent with category and **market share** positioning. Consumers of premium **products** tend to be loyal and willing to pay higher prices. In return, they demand improvements...

...not diluting the image with price cuts or gimmicks, Whitney consistently enjoys among the best **returns** in Louisiana despite being only the fourth-largest in the state.

Clearly not every bank...

...you positioned appropriately in terms of price, products, service capabilities, and location to capture that **target market** ?

Brand image must be consistent with customer strategy. What does the brand image stand for...

...differentiate with exceptional customer service, don't fall into the price-cutting trap to gain **market share**. That would hurt profitability, confuse existing customers, and fail to attract the new customers you...

17/3,K/3 (Item 3 from file: 625)

DIALOG(R)File 625:American Banker Publications

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0126175

**\* The Secrets of High-Profit Banks**

American Banker - May 22, 1992; Pg. 4; Vol. 157, No. 099

WORD COUNT: 1,668

BYLINE:

Thomas Thamara

TEXT:

...market and competitive factors as well as financial data such as return on capital and **market share** growth.

We wanted to explain the differences in performance of specific lines of business among...

...more than 15 factors that will drive profitability in the new and bumpy financial landscape.

**Market share** was one - the percentage you hold of your **target market**.

The **target market** is that part of the total market where a business is really competing - that is...

...in the New England states and if 80% of your customers were from Connecticut, your **target market** would be not New England but Connecticut.

As the **market - share** dominance of a business increases, its profitability also increases - up to a point. Profitability does not appreciably increase after **market share** reaches a threshold level of approximately 13%.

It appears that beyond this threshold, the business...new-product revenues increase profits. But high levels depress profits drastically, leading to very unacceptable **returns**

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This finding demonstrated clearly that the wave of products introduced by many banks in the...

...unit of revenue - that is, the higher the "investment intensity" - the lower a business' profit **returns** are likely to be.

This means products and services that are not investment-intensive are ...  
...good (that is, cost effective) quality, even when you enjoy a strong position in a **target market** .

\* Market high-quality products aggressively, especially in growth markets.

\* Offer services of low investment intensity...

**17/3,K/4 (Item 4 from file: 625)**  
DIALOG(R)File 625:American Banker Publications  
(c) 2003 American Banker. All rts. reserv.

0064411

**Segmenting: Key to Card Profitability: Issuers create a new pie**  
American Banker - September 21, 1987; Pg. 17; Vol. 152, No. 184  
WORD COUNT: 1,796

BYLINE:  
By Monica Roman

TEXT:

...marketing through affinity groups can be a cost-efficient means for an issuer to increase **market share** .

However, in their zeal to sign up affinity groups, some banks are "giving away the...But those issuers that remain in the bank card business will be well

served to **target market** segments that generate the highest **returns** .

Marketing to affinity groups is one form of this strategy. Another is cross-selling to...

...Arthur Andersen says this type of incentive pricing provides a cost-efficient way to increase **market share** . He estimates that only between 20% and 25% of bank card holders have another relationship...

**17/3,K/5 (Item 5 from file: 625)**  
DIALOG(R)File 625:American Banker Publications  
(c) 2003 American Banker. All rts. reserv.

0059257

**Asian-American Community: Gives Boost to Hongkong Bank**  
American Banker - February 12, 1987; Pg. 2; Vol. 152, No. 30  
WORD COUNT: 842

BYLINE:  
- David Lake

TEXT:

...but then they do not have our Asian image."

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Heavy Advertising

Hongkong Bank pursues its **target market** aggressively with heavy advertising. As one of the largest Chinese media advertisers in the country...

...campaign last year. For every \$2,500 placed in a certificate of deposit, clients received **coupons** for discounts on videocassette rentals. During the period of the promotion, the bank increased its...

...follow with a similar campaign this year.

Besides marketing, Hongkong Bank has increased its Asian **market share** through acquisitions. In the last two years, the bank purchased two small New York-based...

17/3,K/6 (Item 6 from file: 625)  
DIALOG(R)File 625:American Banker Publications  
(c) 2003 American Banker. All rts. reserv.

0045113

**Penney Probes Financial Services: Retailer Is Testing CD Market and Will Later Try Mutual Funds**

American Banker - November 14, 1985, Thursday; Pg. 1  
WORD COUNT: 1,469

BYLINE:  
By LAURA GROSS

TEXT:  
...of offers we're trying out to determine what you have to do to move **market share** ." The minimum balance required for these CDs is \$500, the ad says.  
For more than...

... we learned it wasn't easy" to solicit deposit products via an advertisement with a **coupon** that could be returned.

In that test, Mr. Lyons said, "response rates were marginally up... answer period that followed, Mr. Lyons told bank marketers that Penney's customer base and **target market** are people in about the middle of the American population according to household earnings.

"That...

17/3,K/7 (Item 7 from file: 625)  
DIALOG(R)File 625:American Banker Publications  
(c) 2003 American Banker. All rts. reserv.

0006246

**Nearly Half the Top 100 Banks Have Special Programs in Place To Meet Needs of Affluent People: The Lure: High Quality, Personalized Service**

American Banker - May 11, 1982, Tuesday; Pg. 1  
WORD COUNT: 4,638

BYLINE:  
By LAURA GROSS

TEXT:  
... National Bank of Chicago, and First Wisconsin National Bank, Milwaukee,



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also consider affluent women a **target market**. Chase and First Chicago have established special banking areas just for them.

Descriptions of geographic... system that will some day be totally devoted to upscale consumers.

Although Bankers Trust's **target market** is the **top** 2% of the population or those earning more than \$100,000 a year with assets...

...Morgan Guaranty -- is in a class all by itself when it comes to defining the **target market** for its private banking division.

In the past four years, Citibank has changed its marketing...  
... Chicago, Citibank's has evolved over time in both the way it looks at its **target market** and in the way that market is served.

Structural Variations

It takes quite a banking...two financial service centers, offering all banking, lending, trust, investment, and planning services to the **target market**.

Other affluent individuals who are not in this particular market segment are served through Bank... is included within the upscale program, it becomes highly profitable, say most bankers.

Several reported **returns** on assets far in excess of 1% after taxes. One well-established program reported a...

...deposits they keep. Its personal financial management group, the upscale banking program, is actually the **top** tier of a four-tiered **market** segmentation approach based on deposit size and profitability. The other segments are those which keep...

17/3,K/8 (Item 1 from file: 267)

DIALOG(R)File 267:Finance & Banking Newsletters

(c) 2003 The Dialog Corp. All rts. reserv.

00032393

**An Eye for a Bargain: Buying and Building Value in a Competitive Market**  
by Ian Armitage and John Bolitho, Mercury Asset Management Private Equity  
UK Venture Capital Journal

August 1,1997 DOCUMENT TYPE: NEWSLETTER

PUBLISHER: SECURITIES DATA PUBLISHING

LANGUAGE: ENGLISH

WORD COUNT: 1393

RECORD TYPE: FULLTEXT

(c) SECURITIES DATA PUBLISHING All Rts. Reserv.

TEXT:

...quality are scarce. Increasing the scale of the business almost by definition also increases the **market share** of a business in its sector, which in turn should lead to an improvement in...

...sectors through their network of contacts and their understanding of the dynamics of the industry.

**Target Market Share ...**

Experience has shown that the most successful acquisitions are of businesses operating in the same...

...or a closely related one. Mercury focuses its investment efforts on businesses with high relative **market share**, because empirically such businesses demonstrate higher **returns** on capital than competitors. The key explanations for this phenomenon include:

- \* larger **market share** implies an ability to extract greater economies of purchasing from suppliers;

- \* fixed overheads can be spread over a greater volume of sales;

- \* a larger **market share** implies an ability to serve the largest

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customers;

\* and the existence of a more concentrated...from the competition authorities. In the UK, this is automatically the case if the combined **market share** of the two businesses exceeds 25%. Pre-acquisition planning must include careful consultation with professional...

...for acquisitions. Higher prices are being paid and these instruments are being used to drive **returns**. The equity provider must ensure that the financial condition of the company pre and post...in the first quarter of 1997. The team at Mercury considered very carefully the likely **returns** to shareholders of this quoted company from its investment plans. It concluded that, on a return on capital employed basis, additional funds provided to Luminar would generate **returns** acceptable to an investor in private equity and Mercury clients subscribed 7.5 million of...  
?

Search Report from Ginger R. DeMille

? show files

File 635:Business Dateline(R) 1985-2003/Jul 10

(c) 2003 ProQuest Info&Learning

File 47:Gale Group Magazine DB(TM) 1959-2003/Jul 02

(c) 2003 The Gale group

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Set	Items	Description
S1	137230	(MARKET OR BRANDS OR PRODUCTS) (5N) (SHARE OR SHARES OR RANK OR TOP OR LEADING OR OUTSTANDING) OR SHARE(2W)MARKET
S2	3566	(PERCENT? OR RATIO? OR AVERAGE OR DISTRIBUTION) (3W) (TOTAL - OR ALL OR PRODUCT) () SALES
S3	5893	TARGET()MARKET
S4	55373	(PERCENT? OR RATIO? OR AVERAGE) (4W) SALES
S5	196	RELEVANT()MARKET? ?
S6	1055	(S1 OR S2 OR S4 OR S5) AND S3
S7	379	(S1 OR S2 OR S4 OR S5) (3S) S3
S8	0	(EXISTING OR HISTORICAL OR PAST OR STATIC OR ACTUAL) (2W) (S1 OR S2 OR S4 OR S5) (20N) (CURRENT OR DYNAMIC OR RIGHT() NOW OR - REALTIME OR REAL() TIME) (2W) (S1 OR S2 OR S4 OR S5)
S9	1969	S1 AND (REDEEM? OR COUPON OR REDEMPT?)
S10	199	S1(S) (REDEEM? OR COUPON OR REDEMPT?)
S11	174	S10 NOT PY>2000
S12	173	RD (unique items)
S13	1	S3(S) S10
S14	0	S5(S) S10

? t13/3,k

13/3,K/1 (Item 1 from file: 635)

DIALOG(R)File 635:Business Dateline(R)

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0681975 96-39191

**Buying in to the kids' market**

Edgington, Denise

Business Record-Des Moines IA (Des Moines, IA, US), V92 N11 p18

PUBL DATE: 960311

WORD COUNT: 524

DATELINE: Des Moines, IA, US, Midwest

TEXT:

...is an opportunity for them to earn some extra money.

"Also, the kids are our **target market** . You need to get young people drinking your product at a young age."

Fierce competition...

...instigates the marketing wars. Though Pepsi holds 51 percent of the Midwest's soda pop **market share** , its goal is to keep it.

That competition is delivering a prize benefit to area...  
...part of many schools' agendas. At Centennial Elementary in Altoona, thousands of labels have been **redeemed** for three major pieces of audio-visual equipment. Most recently a VCR.

"If we had..."

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Search Report from Ginger R. DeMille

? show files

File 635:Business Dateline(R) 1985-2003/Jul 10

(c) 2003 ProQuest Info&Learning

File 47:Gale Group Magazine DB(TM) 1959-2003/Jul 02

(c) 2003 The Gale group

? ds

Set	Items	Description
S1	137230	(MARKET OR BRANDS OR PRODUCTS) (5N) (SHARE OR SHARES OR RANK OR TOP OR LEADING OR OUTSTANDING) OR SHARE(2W)MARKET
S2	3566	(PERCENT? OR RATIO? OR AVERAGE OR DISTRIBUTION) (3W) (TOTAL - OR ALL OR PRODUCT) () SALES
S3	5893	TARGET()MARKET
S4	55373	(PERCENT? OR RATIO? OR AVERAGE) (4W) SALES
S5	196	RELEVANT()MARKET? ?
S6	1055	(S1 OR S2 OR S4 OR S5) AND S3
S7	379	(S1 OR S2 OR S4 OR S5) (3S) S3
S8	0	(EXISTING OR HISTORICAL OR PAST OR STATIC OR ACTUAL) (2W) (S1 OR S2 OR S4 OR S5) (20N) (CURRENT OR DYNAMIC OR RIGHT()) NOW OR - REALTIME OR REAL() TIME) (2W) (S1 OR S2 OR S4 OR S5)
S9	1969	S1 AND (REDEEM? OR COUPON OR REDEMPT?)
S10	199	S1(S) (REDEEM? OR COUPON OR REDEMPT?)
S11	174	S10 NOT PY>2000
S12	173	RD (unique items)
S13	1	S3(S) S10
S14	0	S5(S) S10

? t13/3,k

13/3,K/1 (Item 1 from file: 635)

DIALOG(R) File 635:Business Dateline(R)

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0681975 96-39191

**Buying in to the kids' market**

Edgington, Denise

Business Record-Des Moines IA (Des Moines, IA, US), V92 N11 p18

PUBL DATE: 960311

WORD COUNT: 524

DATELINE: Des Moines, IA, US, Midwest

TEXT:

...is an opportunity for them to earn some extra money.

"Also, the kids are our **target market** . You need to get young people drinking your product at a young age."

Fierce competition...

...instigates the marketing wars. Though Pepsi holds 51 percent of the Midwest's soda pop **market share** , its goal is to keep it.

That competition is delivering a prize benefit to area...  
...part of many schools' agendas. At Centennial Elementary in Altoona, thousands of labels have been **redeemed** for three major pieces of audio-visual equipment. Most recently a VCR.

"If we had...

?

PLEASE ENTER A COMMAND OR BE LOGGED OFF IN 5 MINUTES

?

# Search Report from Ginger R. DeMille

? show files

File 2:INSPEC 1969-2003/Jun W5  
 (c) 2003 Institution of Electrical Engineers  
 File 35:Dissertation Abs Online 1861-2003/Jun  
 (c) 2003 ProQuest Info&Learning  
 File 65:Inside Conferences 1993-2003/Jul W1  
 (c) 2003 BLDSC all rts. reserv.  
 File 99:Wilson Appl. Sci & Tech Abs 1983-2003/May  
 (c) 2003 The HW Wilson Co.  
 File 233:Internet & Personal Comp. Abs. 1981-2003/May  
 (c) 2003 Info. Today Inc.  
 File 256:SoftBase:Reviews,Companies&Prods. 82-2003/Jun  
 (c)2003 Info.Sources Inc  
 File 474:New York Times Abs 1969-2003/Jul 09  
 (c) 2003 The New York Times  
 File 475:Wall Street Journal Abs 1973-2003/Jul 09  
 (c) 2003 The New York Times  
 File 583:Gale Group Globalbase(TM) 1986-2002/Dec 13  
 (c) 2002 The Gale Group

? ds

Set	Items	Description
S1	99454	(MARKET OR BRANDS OR PRODUCTS) (5N) (SHARE OR SHARES OR RANK OR TOP OR LEADING OR OUTSTANDING) OR SHARE(2W)MARKET
S2	228	(PERCENT? OR RATIO? OR AVERAGE OR DISTRIBUTION) (3W) (TOTAL - OR ALL OR PRODUCT) ( ) SALES
S3	1335	TARGET( )MARKET
S4	4827	(PERCENT? OR RATIO? OR AVERAGE) (4W)SALES
S5	105	RELEVANT( )MARKET? ?
S6	81	(S1 OR S2 OR S4 OR S5) AND S3
S7	64	(S1 OR S2 OR S4 OR S5) (3S)S3
S8	2	(EXISTING OR HISTORICAL OR PAST OR STATIC OR ACTUAL) (2W) (S1 OR S2 OR S4 OR S5) (20N) (CURRENT OR DYNAMIC OR RIGHT( )NOW OR - REALTIME OR REAL( )TIME) (2W) (S1 OR S2 OR S4 OR S5)
S9	2	RD (unique items)
S10	0	(COMPAR? OR ANALYS? OR ANALYZ? OR EVALUAT? OR RANK? OR RATING OR RATE) (3W)S8
S11	1	S8(20N) (COMPAR? OR ANALYS? OR ANALYZ? OR EVALUAT? OR RANK? OR RATING OR RATE)
S12	1	RD (unique items)
S13	68	S6 NOT PY>2000
S14	68	RD (unique items)
S15	66	S14 NOT STOCK
S16	0	S15 AND (REDEEM? OR COUPON? OR RETURNS)
S17	0	RD (unique items)

? t14/3,k/all

14/3,K/1 (Item 1 from file: 2)

DIALOG(R)File 2:INSPEC

(c) 2003 Institution of Electrical Engineers. All rts. reserv.

4413925 INSPEC Abstract Number: B9307-6210L-084, C9307-5620L-044

**Title: Windows NT vs. NetWare: more bravado than battle (LAN operating systems)**

Author(s): Korzeniowski, P.

Journal: Business Communications Review vol.23, no.4 p.35-8

Publication Date: April 1993 Country of Publication: USA

CODEN: BCORBD ISSN: 0162-3885

Language: English

Subfile: B C

Search Report from Ginger R. DeMille

...Abstract: However, Windows NT could hurt Banyan Systems Inc., (Westborough, MA) as it struggles to increase **market share** for its Vines operating system. Novell's Unix products, which will complement rather than compete with NetWare, will gain a small but growing number of customers. The **target market** consists of firms that want to use Novell-like packages to downsize applications but don...

14/3,K/2 (Item 1 from file: 35)  
DIALOG(R)File 35:Dissertation Abs Online  
(c) 2003 ProQuest Info&Learning. All rts. reserv.

01668192 ORDER NO: AAD99-08047  
**COMPETITIVE MARKETING STRATEGIES OF FOREIGN SUBSIDIARIES AND DOMESTIC COMPANIES IN THE MEXICAN MARKET**

Author: GARZA, SALVADOR DE LA CRUZ  
Degree: PH.D.  
Year: 1997  
Corporate Source/Institution: INSTITUTO TECNOLÓGICO Y DE ESTUDIOS  
SUPERIORES DE MONTERREY (MEXICO) (1314)  
Source: VOLUME 59/09-A OF DISSERTATION ABSTRACTS INTERNATIONAL.  
PAGE 3551. 505 PAGES

...firms are more oriented to profitability in the short term than Japanese firms and less **market - share** oriented or short term focused than Japanese or American firms, that they use less market segmentation ( **target market** ) than do American and Japanese companies and that Mexican firms rated higher as compared with...

14/3,K/3 (Item 2 from file: 35)  
DIALOG(R)File 35:Dissertation Abs Online  
(c) 2003 ProQuest Info&Learning. All rts. reserv.

01627614 ORDER NO: AAD98-21825  
**FIRM STRATEGIES IN INTERNATIONAL MARKETS: THE CASE OF INTERNATIONAL ENTRY INTO THE UNITED STATES WINE INDUSTRY (MARKET ENTRY, INTERNATIONAL TRADE)**

Author: SOLANA ROSILLO, JUAN B.  
Degree: PH.D.  
Year: 1997  
Corporate Source/Institution: PURDUE UNIVERSITY (0183)  
Source: VOLUME 59/01-A OF DISSERTATION ABSTRACTS INTERNATIONAL.  
PAGE 259. 214 PAGES

...that Australian firms, entering by a marketing subsidiary instead of exporting directly, rapidly increased their **market share**.

For the case of wine imports to the US, country of origin does not determine firm-level performance. Entry mode and marketing strategy in the **target market** better explain market outcomes. Australia shows numerous dynamic new entrants that, together with appropriate marketing strategies, explain Australian **market share** gain in the US **market**. Also, dynamic Spanish entrants succeed in the US market, while Spanish incumbent firms stagnated.

Spanish...

14/3,K/4 (Item 1 from file: 256)  
DIALOG(R)File 256:SoftBase:Reviews,Companies&Prods.  
(c)2003 Info.Sources Inc. All rts. reserv.

Search Report from Ginger R. DeMille

00125016 DOCUMENT TYPE: Review

PRODUCT NAMES: Company--Pandestic LLC (872016)

TITLE: Why Pandestic Didn't Pan Out

AUTHOR: Young, Eric

SOURCE: Industry Standard, v3 n32 p84(2) Aug 21, 2000

ISSN: 1098-9196

HOME PAGE: <http://www.thestandard.com>

RECORD TYPE: Review

REVIEW TYPE: Company

REVISION DATE: 20020703

...to the continually changing Internet commerce scene. Attempts to narrow its focus to a specific **target market** failed, and over-funding actually was detrimental since money and time wasted on failed forays...

...of large potential customers, who did not want to fork over between 1 and 6 **percent** of **sales** revenues flowing through their sites.

14/3,K/5 (Item 2 from file: 256)

DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.

(c)2003 Info.Sources Inc. All rts. reserv.

00088276 DOCUMENT TYPE: Review

PRODUCT NAMES: Spyglass Device Mosaic (531367); Netscape Navigator (530883); Barcelona (599867)

TITLE: Truly a World Wide Web

AUTHOR: Frook, John Evan

SOURCE: Communications Week, v583 p45(2) Nov 6, 1995

ISSN: 0746-8121

RECORD TYPE: Review

REVIEW TYPE: Product Analysis

GRADE: Product Analysis, No Rating

REVISION DATE: 20020422

Two **market leading** World Wide Web browsers now support multiple languages. Spyglass Mosaic technology was licensed to Alis...

...receive Hypertext Markup Language (HTML) pages in more than one language. Business users are the **target market** for both products, and according to the European Economic Community, the complete market for language...

14/3,K/6 (Item 3 from file: 256)

DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.

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00077087 DOCUMENT TYPE: Review

PRODUCT NAMES: Solaris Base Server (560138); Solaris Network Server (560146); Interactive UNIX (413551); UNIX (847151)

**TITLE: SunSoft operating systems challenge SCO**

**AUTHOR: Taft, Darryl K**

**SOURCE: CRN, v621 p84(1) Mar 13, 1995**

**ISSN: 0893-8377**

**HOME PAGE: http://www.crn.com**

**RECORD TYPE: Review**

**REVIEW TYPE: Product Analysis**

**GRADE: Product Analysis, No Rating**

**REVISION DATE: 20020124**

...products from Sun Microsystems, Solaris Base Server and Solaris Network Server, are designed to take **market share** from Santa Cruz Operation, the vendor of the seasoned PC-desktop UNIX product, SCO UNIX. The products offer an optimized release of Solaris 2.4 x86, and their **target market** is multi-location businesses running text-based applications, such as banks, restaurant chains, and retail...

**14/3,K/7 (Item 1 from file: 583)**

DIALOG(R)File 583:Gale Group Globalbase(TM)

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09428673

Atec shifts focus

THAILAND: ATEC'S NEW PRODUCT, EXPANSION PLANS

The Nation (XBO) 20 Dec 2000 Online

Language: ENGLISH

...000, i-Kon is aimed at the low-end market, which is Atec's new **target market** considering that this **market** now makes up a large **share** of the consumer pool in Thailand due to the recession. To promote i-Kon, Atec...

**14/3,K/8 (Item 2 from file: 583)**

DIALOG(R)File 583:Gale Group Globalbase(TM)

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09401488

Deutsche Bank udvider mod Nord

NORDIC: DEUTSCHE BANK TO **TARGET MARKET**

Berlingske Tidende (XSL) 13 Nov 2000 online

Language: DANISH

NORDIC: DEUTSCHE BANK TO **TARGET MARKET**

...is to target the Nordic investment banking market. The aim is to reach a 10% **market share** within the next two years.

**14/3,K/9 (Item 3 from file: 583)**

DIALOG(R)File 583:Gale Group Globalbase(TM)

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09392428

Estniskt betongbolag bryter sig in i Sverige

SWEDEN: AEROC TO **TARGET MARKET**

Dagens Industri (DI) 26 Oct 2000 p.17



Language: SWEDISH

SWEDEN: AEROC TO **TARGET MARKET**

...to Sweden, mainly to the Stockholm area. The target is to reach a 10-15% **market share** in Sweden. The exports will be part of the strategy for a new plant at...

**14/3,K/10 (Item 4 from file: 583)**  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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09372224  
Bertelsmann gr ndet Joint Venture mit US-Inhalteanbietern  
GERMANY/US: BERTELSMANN/ISYNDICATE ALLIANCE  
Handelsblatt (HT) 26 Sep 2000 p.27  
Language: GERMAN

...it is a forerunner. According to analysts, content syndicators have good chances. Isyndicate has a **market share** of 40% in the US, thus lying equal with its competitor Screaming Media. Isyndicate is set to expand substantially in Europe. After Germany, France could be the next **target market**. In Germany, there are only two general syndicators, namely Tanto and 4Content. In addition, there...

**14/3,K/11 (Item 5 from file: 583)**  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
(c) 2002 The Gale Group. All rts. reserv.

09317761  
Kiwis buy up big and put it on plastic  
AUSTRALIA: SECURITY PLASTICS IN LOCAL EXPANSION  
The Australian (XAA) 27 Jun 2000 Cards Australia2000 p.6  
Language: ENGLISH

... Zealand-based plastic card producer Security Plastics has moved in on Australia as its next **target market**, establishing new local offices in Melbourne and Sydney. It produces smart cards, and other cards...

... National Business Systems Pty Ltd (NBS) in Australia, which would especially boosts its smart cards **market share**. The value of the acquisition is not disclosed.

**14/3,K/12 (Item 6 from file: 583)**  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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09271878  
Svensk el-gigant satser benhVrdt pV danskerne  
DENMARK: VATTENFALL TO **TARGET MARKET**  
Jyllands-Posten (JYP) 17 Apr 2000 Online  
Language: DANISH

DENMARK: VATTENFALL TO **TARGET MARKET**

... services in Denmark. On the electricity market alone, the aim is to reach a 20% **market share**, says Per Ebert, MD of Str6m. He says Denmark

Search Report from Ginger R. DeMille

is considered a domestic market for...

**14/3,K/13 (Item 7 from file: 583)**

DIALOG(R)File 583:Gale Group Globalbase(TM)

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09262381

Irn-Bru invasion Scottish soft drinks heads south

UK: IRN-BRU SOFT DRINK MARKETED IN ENGLAND

Guardian (GN) 30 Mar 2000 p.21

Language: ENGLISH

...is being marketed in England by its makers AG Barr. The drink has a 25% **share** of the Scottish fizzy drink **market** but only 0.8% south of the border. The company intends to launch its first...

...Barr has set a target to double its share in England to 1.6%. It **target market** is 13-18 year-olds. The company, which also makes Tizer and Orangina, announced its...

**14/3,K/14 (Item 8 from file: 583)**

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09240738

Maegler-gigant satser pV Danmark

DENMARK: CENDANT TO **TARGET MARKET**

Jyllands-Posten (JYP) 11 Feb 2000 p.1

Language: DANISH

DENMARK: CENDANT TO **TARGET MARKET**

... Coldwell Banker will all establish offices in Denmark. The aim is to reach a 25% **share** of the Danish real estate **market**.

**14/3,K/15 (Item 9 from file: 583)**

DIALOG(R)File 583:Gale Group Globalbase(TM)

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09231938

Ny teleb6lge indtager Danmark

DENMARK: GTS AND WORLD ONLINE TO **TARGET MARKET**

B6rsen (BSN) 28 Jan 2000 Online

Language: DANISH

DENMARK: GTS AND WORLD ONLINE TO **TARGET MARKET**

...Erik Jensen. World Online will focus on advanced Internet solutions, and aims at becoming a **leading** player on the e-business **market**. GTS is interested in investing in a optic fibre network in the Copenhagen region, and...

**14/3,K/16 (Item 10 from file: 583)**

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Search Report from Ginger R. DeMille

09217608

Svensk elgigant vil ind i dansk top

DENMARK: VATTENFALL TO **TARGET MARKET**

B6rsen (BSN) 29 Dec 1999 Online

Language: DANISH

DENMARK: VATTENFALL TO **TARGET MARKET**

... the Danish electricity market on a large scale. The aim is to reach a 20% **market share**, Ole Vestergaard, marketing manager of Vattenfall's Danish subsidiary Str6m A/S, says the company...

14/3,K/17 (Item 11 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)

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09200055

Danska underleverant6rer hVrdlanseras i Sverige

SWEDEN: DANISH SUBCONTRACTORS **TARGET MARKET**

Dagens Industri (DI) 20 Nov 1999 p.13

Language: SWEDISH

SWEDEN: DANISH SUBCONTRACTORS **TARGET MARKET**

... scale, on the initiative of the Danish Embassy in Stockholm. The aim is to take **market share** from Swedish subcontractors. One of the companies which have been targeted is Flextronics, which makes...

14/3,K/18 (Item 12 from file: 583)

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09178292

Telecel refocuses **target market** to meet competition

ZIMBABWE: TARGET REPOSITIONING BY TELECEL

AfricaNews Online (XXX) 15 Oct 1999 p.7

Language: ENGLISH

Telecel refocuses **target market** to meet competition

... a result of increased competition in the sector and having conducted research showing that the **top** of the **market** was already taken by rivals, from now on Telecel, the cellular network supplier, will target...

14/3,K/19 (Item 13 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)

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09177629

TT-Line **profits despite** crisis

AUSTRALIA: TT-LINE TO POST ABNORMAL LOSS

The Australian Financial Review (AFR) 15 Oct 1999 p.25

Language: ENGLISH

TT-Line **profits despite** crisis

...Line of Australia will register an abnormal loss of up to AU\$ 7 mn due

Search Report from Ginger R. DeMille

to an engine **failure** on its Spirit of Tasmania ferry in September 1999.  
The ferry has to be pulled...

**14/3,K/20 (Item 14 from file: 583)**

DIALOG(R)File 583:Gale Group Globalbase(TM)  
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09173729

Intel Electronics to launch major add blitz

MALAYSIA: PROMOTION DRIVE BY INTEL ELECTRONICS

New Straits Times (XAS) 09 Oct 1999 Business,p.30

Language: ENGLISH

...drive will be launched, costing some RM 500,000, by the company to raise its **market share** in Malaysia. The focus of the campaign would be for the state of Johor, which...

... The advertising and promotion drive will include merchandising programmes and print advertising. He said the **target market** for the drive would be small and medium-scale businesses and individual personal computer (PC...

**14/3,K/21 (Item 15 from file: 583)**

DIALOG(R)File 583:Gale Group Globalbase(TM)  
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09148984

Citibank, Cathay Pacific and Visa jointly launch card

MALAYSIA: CITIBANK CATHAY PACIFIC VISA CARD OUT

The Star (XAT) 25 Aug 1999 Business, p.3

Language: ENGLISH

... Citibank Bhd (Malaysia) in tie-up with Visa International and Cathay Pacific Airways <airline>. The **target market** for the card is frequent travellers and young graduates who have an monthly income of...

... co-branded cards are aimed at enhancing Citibank's credit card business from its current **market share** of 27%. According to Allen Tan, director of Citibank, the usage of credit cards in...

**14/3,K/22 (Item 16 from file: 583)**

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09143882

Cosmetics importers plan expansion amid hot competition

SOUTH KOREA: COSMETICS IMPORTS ON THE RISE

The Korea Economic Weekly (XBG) 26 Jul 1999 p.11

Language: ENGLISH

... cosmetics importers in South Korea are placing large orders in a bid to secure their **target market shares**. Major cosmetics importers such as Elle Cosmetics, Johnson & Johnson Korea, CEO International, Kobel and Fila ...

**14/3,K/23 (Item 17 from file: 583)**

Search Report from Ginger R. DeMille

DIALOG(R)File 583:Gale Group Globalbase(TM)  
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09140509

Frito-Lay takes on local firms in their specialy  
THAILAND: FRITO-LAY TO LAUNCH NEW SNACK  
Bangkok Post (XBN) 03 Aug 1999 business p.3  
Language: ENGLISH

...snack. It is hoped that the new product will help Frito-Lay clinch a 10% **share** in the extruded snack **market**. Consumers aged between 15 and 25 years old will be the **target market** of Frito-Lay's Doritos 3D. B 2.7 bn is the projected worth of...

14/3,K/24 (Item 18 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)  
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09121797

NY CHIPS-KRIG I DANMARK

DENMARK: PRINGLES TO **TARGET MARKET**  
Jyllands-Posten (JYP) 16 Jun 1999 p.7  
Language: DANISH

DENMARK: PRINGLES TO **TARGET MARKET**

... this summer. One year ago, Pringles was launched in Norway, and has reached a 17% **share** of the crisp **market** and a 9% **share** of the total snack **market**. Frits Rasmussen, MD of Kims, the market leader in Denmark, expects that Pringles will obtain about a 5-8% **share** of the Danish **market**.

14/3,K/25 (Item 19 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)  
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09113752

Global beef launch

SINGAPORE: MEAT NZ INTRODUCES BEEF PROMOTION  
New Zealand Herald (XAV) 31 May 1999 p.D3  
Language: ENGLISH

In a bid to re-position New Zealand beef at its **target market top** end, a four-day world-wide beef promotion has been introduced in Singapore by Meat...

14/3,K/26 (Item 20 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)  
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09059925

Mobil incrementa el 16% sus ventas en Espanatras su alianza con BP

SPAIN: SALES UP 16% FOR MOBIL  
La Gaceta de los Negocios (ZDA) 12 Feb 1999 p.48  
Language: SPANISH

... 16%. The company invested Pta 600mn in advertising and had a total 165

Search Report from Ginger R. DeMille

employees. The **market share** in 1998 was 8% and the **target market share** for 1999 is 10%.

14/3,K/27 (Item 21 from file: 583)

DIALOG(R) File 583:Gale Group Globalbase(TM)

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09052663

Epson aumenta prestaciones y se prepara par el gran formato

SPAIN: LAUNCH OF STYLUS PRO 9000

La Gaceta de los Negocios (ZDA) 01 Feb 1999 p.27

Language: SPANISH

...sell 8,000 of the 900 model and 5,000 of the 750 model. The **target market share** is 50%.

14/3,K/28 (Item 22 from file: 583)

DIALOG(R) File 583:Gale Group Globalbase(TM)

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09049654

NY MOTEDRIKK

NORWAY: CIDER SALES OUTSTRIP ALCOPOPS

Dagens Naeringsliv (DN) 25 Jan 1999 p.12

Language: NORWEGIAN

... Swedish Spendrups is the leading producer of cider in Norway. CB has acquired a 50% **market share** in Norway. According to CB sales manager Torbjørn Bakke, cider has outstripped the sales of alcopops. He says alcopops targeted mainly young women whereas the **target market** for cider is adults including men. OlCompagniet, which is the main rival of CB, says...

14/3,K/29 (Item 23 from file: 583)

DIALOG(R) File 583:Gale Group Globalbase(TM)

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09029876

Federal bank launches three loan schemes

INDIA: THREE LOANS INTRODUCED BY FEDERAL BANK

Economic Times (YZY) 27 Nov 1998 p.10

Language: ENGLISH

...the Federal personal loan scheme has been introduced by the Federal Bank of India. The **target market** for the advance against dematerialised **shares** are investors who wish to raise loans against dematerialised shares. For the Federal mortgage loan...

14/3,K/30 (Item 24 from file: 583)

DIALOG(R) File 583:Gale Group Globalbase(TM)

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09020095

Genesis invierte 1.000 millones en el lanzamiento de un canal telef\

PORTUGAL: GENESIS LAUNCHES PHONE LINE

Cinco Dias (CDS) 17 Nov 1998 p.24

Search Report from Ginger R. DeMille

Language: SPANISH

... the product. Genesis in Portugal will operate as a subsidiary of the Spanish company. The **target market** will be only good drivers and rates will be personalised. Discounts of up to 30...

...to have sold some Pta 5,500mn in premiums in Portugal and have a 2% **share** of the **market** .

14/3,K/31 (Item 25 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)

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06693569

EON Finance to introduce share financing by year-end

MALAYSIA: SHARE-FINANCING FROM EON FINANCE

Business Times Malaysia (XAR) 25 Sep 1998 p. 6

Language: ENGLISH

...The finance company also intends to launch share financing at the end of 1999. The **target market** for this product ( **share** financing) is the retail investing public.

14/3,K/32 (Item 26 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)

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06675791

Hero Cycles unveils international range

SRI LANKA: HERO TO FOCUS ON NEW RANGE OF CYCLES

Daily News (XBI) 15 Aug 1998

Language: ENGLISH

... of Hero Cycles of India, said the company plans to make Sri Lanka its focus **target market** for export. The company plans to further strengthen and concentrate on its distribution network in Sri Lanka. Plans are to increase its **market share** in cycles for pleasure, health, leisure, kids, juvenile and all terrain range. Hero recently launched...

14/3,K/33 (Item 27 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)

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06662322

Dairy sector still needs encouragement but ice-cream is flourishing

CHINA: ICE-CREAM CONSUMPTION TO GROW 3-6%

AP Food Industry Business Report Jul 1998 P.3

Language: ENGLISH

...Britain is believed to be the Number One ice-cream seller in China, with a **market share** of more than 50% in Beijing. The key to its success is said to be...

... sales of 120,000 tonnes of ice-cream. Beijing will still be its most important **target market** .

**14/3,K/34 (Item 28 from file: 583)**

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06659658

Competition down in Thailand's PC market  
THAILAND: PC COMPETITION ESTIMATED TO FALL  
The Nation (XBO) 21 Jul 1998 P.F2  
Language: ENGLISH

... in IT equipment to streamline their operations. As such, SCT Computer intends to expand its **target market** to include medium-sized organisations. It aims to boost the **market share** of its medium-size organisations while reducing its **share** in the corporate **market**. To cut interest and to eliminate obsolete products, it will also reduce the time products...

**14/3,K/35 (Item 29 from file: 583)**

DIALOG(R)File 583:Gale Group Globalbase(TM)  
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06635105

Crisis slows Tetra Pak unit operation plan  
THAILAND: TETRA PAK - NO PLANS TO UPGRADE PLANT  
The Nation (XBO) 27 May 1998 P.B2  
Language: ENGLISH

... dairy products sector. Through new packaging technology, Tetra Pak (Thai) hopes to clinch a bigger **share** of the non-dairy **market**. To help consumers differentiate beverages from milk, its 'Tetra Prisma' and 'Tetrad edge' will offer different shape to paperboard packaging. New **target market** will be the iced coffee sector.

**14/3,K/36 (Item 30 from file: 583)**

DIALOG(R)File 583:Gale Group Globalbase(TM)  
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06617433

Las patatas se calientan  
SPAIN: LOCALS NOT AFRAID OF MATUTANO'S CAMPAIGN  
Expansion (EXN) 21 Apr 1998 p.16  
Language: SPANISH

... s) strong advertising campaign for its Lay's brand potato crisps. The local and distributor **brands** have a 30% **share** of the snack **market** in Spain. Under its commercial brand Snack Ventures, Matutano has virtually inundated everything with its...

... snacks companies (Risi, Papas Vicente Vidal, La Madrilena) claim they are not worried as their **target market** is young consumers who buy snacks in kiosks and small shops.

**14/3,K/37 (Item 31 from file: 583)**

DIALOG(R)File 583:Gale Group Globalbase(TM)  
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06602995



Search Report from Ginger R. DeMille

Retevision se hace en menos de dos meses con el 3% del trafico telef\

SPAIN: GOOD START FOR RETEVISION

El Pais (ELP) 17 Mar 1998 p. 52

Language: SPANISH

... has 350,000 clients, making calls totalling around 1mn minutes each day and representing a **market share** of around 3%. Meanwhile, Retevision's partner in the Basque region, Euskaltel, has 70,000 clients out of a total **target market** of 2.2mn. Retevision has announced that it will now invest Pta 100,000mn during...

14/3,K/38 (Item 32 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)

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06602016

Battery maker upbeat about its latest launch

MALAYSIA: GRAND BATTERY LAUNCHES GRANDCELL

The Star (XAT) 18 Mar 1998 Business p.3

Language: ENGLISH

... According to the chief executive officer and chairman of GBT Datuk K Y Ng, the **target market share** of Grandcell in Malaysia is 10%. In the world market, GBT sells Grandcell through strategic...

14/3,K/39 (Item 33 from file: 583)

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06599299

Las ventas de Renault V.I. Espana crecieron un 34%

SPAIN: SALES UP FOR RENAULT V.I. ESPANA

La Gaceta de los Negocios (ZDA) 11 Mar 1998 p.15

Language: SPANISH

... in Spain, representing a year-on-year growth of 34%. The company has increased its **market share** by 1.1% to 20.2%. The intermediary range showed the most significant performance increasing its **share** by 3 points. The **target market share** in 1998 for Renault V.I. Espana is 21%.

14/3,K/40 (Item 34 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)

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06570541

Le parcours des combattants

FRANCE: EXPANDING TO OTHER COUNTRIES

LSA (LSA) 8 Jan 1998 p.28-31

Language: FRENCH

...other chains, both French and non-French. Today's objective is to take a large **share** of the **target market** by opening three hypermarkets to begin with.

14/3,K/41 (Item 35 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)

Search Report from Ginger R. DeMille

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06563129

Marlboro Man faces new local competitor

THAILAND: CHEAPER CIGARETTES BY THAILAND TOBACCO

Bangkok Post (XBN) 20 Dec 1997 Business P.8

Language: ENGLISH

... 1 lower than the cheapest foreign brand, More. The firm hopes to get back its **market share** lost to foreign competitors. An increase in excise tax has led the firm to experience a fall from 95% **market share** to 90% in 1997. Meanwhile, the company's Marble brand of cigarettes will be cheaper...

... Brunei, Malaysia, Myanmar, Singapore, Cambodia, Laos, Vietnam, Israel, Germany and the US will be the **target market** of the Thai firm.

**14/3,K/42 (Item 36 from file: 583)**

DIALOG(R)File 583:Gale Group Globalbase(TM)

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06545909

Cadbury seeks global fusion

UK: THE CADBURY STRATEGY OF MEGA-BRANDING

Marketing Week (MW) 06 Nov 1997 p.38-41

Language: ENGLISH

... Corcoran as its Russian confectionery commercial director. Although India is seen by Cadbury as another **target market** it could prove problematic as its infrastructure is inadequate and any sales outlets would not...

... October 1997 in the UK, Cadbury leads in countline chocolate sales with a 34.9% **share** of the **market** ahead of Mars Confectionery with 32.2% and Nestle Rowntree with 22.9%.

**14/3,K/43 (Item 37 from file: 583)**

DIALOG(R)File 583:Gale Group Globalbase(TM)

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06514322

MZdias : le remodelage permanent

FRANCE: MARKETING IN CHILDREN'S MEDIA

Stratzgies (XOD) 29 Aug 1997 No1021, p.28,30

Language: FRENCH

... be developing. According to a BVA study <of TV channels>, Canal J comes out on **top** in the child **target market** followed by Canal +, France 3 and La CinqiYme. As regards the press, it too is trying to adapt to the child **target market**. Here too, specific targets are emerging according to age groups, with for example Popi for...

**14/3,K/44 (Item 38 from file: 583)**

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06511593

Search Report from Ginger R. DeMille

Asda targets music sector with CD range  
UK: ASDA LAUNCHES OWN LABEL CDS  
Marketing Week (MW) 21 Aug 1997 p.5  
Language: ENGLISH

... The company has been in talks with music companies, discussing tracks that may meet the **target market** they are aiming for. The chain already sells 2,000 music titles in 90% of its stores.. A recent report by retail consultants Verdict says that supermarkets are stealing **market shares** from multiples on chart titles at cheaper prices ? \*...

**14/3,K/45 (Item 39 from file: 583)**  
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06508502  
Retevision tendra su sede social en Barcelona y define Cataluna como\  
SPAIN: RETEVISION PLANS IN CATALUNA  
La Vanguardia (LV) 20 Aug 1997 p.38  
Language: SPANISH

... jobs and will invest Pta 360,000mn by the year 2007. Cataluna will be the **target market** for expansion of the company, as will the communities of Valencia and Aragon. Retevision hopes to have a 10% to 15% **share** of the fixed telephony **market** in Spain by the year 2007.

**14/3,K/46 (Item 40 from file: 583)**  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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06503383  
Drug makers **target market** in China  
CHINA: JAPANESE DRUG MAKERS EXPLORE NEW MARKETS  
The Japan Times (XAO) 28 Jul 1997 P.24  
Language: ENGLISH

Drug makers **target market** in China

More Japanese drug makers are making their ways into China. This is because a small **share** of the China **market** is sufficient for them to make up for the businesses that are lost at home...

... double-digit growth each year since 1986. Hence, Japanese companies are eager to have a **share** of the lucrative **market**. More than 10 joint drug-production ventures have been formed to capitalise on the opportunity ...

**14/3,K/47 (Item 41 from file: 583)**  
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06483132  
AMBITIOSE SVENSKERE INDTAGER KOBENHAVN  
DENMARK: S-E-BANKEN TO **TARGET MARKET**  
Berlingske Tidende (XSL) 12 Jun 1997 p.6  
Language: DANISH

Search Report from Ginger R. DeMille

DENMARK: S-E-BANKEN TO **TARGET MARKET**

... in IT and the recruitment of highly qualified staff. The aim is to be the **leading** player on the **market**. This was the message expressed by Jacob Wallenberg, the new CEO of S-E-Banken...

**14/3,K/48 (Item 42 from file: 583)**  
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06469877

M1 UPS TARGET TO 30-50% **MARKET SHARE** BY YEAR 2000  
SINGAPORE: MI AIMS TO CAPTURE 30-50% **MARKET SHARE**  
Business Times (XBA) 14 May 1997 P.2  
Language: ENGLISH

M1 UPS TARGET TO 30-50% **MARKET SHARE** BY YEAR 2000  
SINGAPORE: MI AIMS TO CAPTURE 30-50% **MARKET SHARE**

... by its present success in Singapore's cellular phone market, MobileOne (M1) has increased its **target market share** from 30% to 50% by year 2000. The company signed up more than 35,000...

**14/3,K/49 (Item 43 from file: 583)**  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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06438923

Haagen-Dazs to be more available  
THAILAND: MUSIC SHOPS TO SELL ICE-CREAM  
The Nation (XBO) 03 Mar 1997 P.B2  
Language: ENGLISH

...s with a 60% share while Baskin Robbins and Bud's possess 10% and 5% **shares** respectively. The **target market** of Haagen-Dazs ice cream is yuppies and young adults in the age group of...

**14/3,K/50 (Item 44 from file: 583)**  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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06421754

Borland eyes intranet applications market  
MALAYSIA: BORLAND AIMS FOR 50% INTRANET MARKET  
New Straits Times (XAS) 23 Jan 1997 P. Computimes- 7  
Language: ENGLISH

Borland Technologies (Singapore) Pte Ltd is aiming for a 50% **share** of the Malaysian intranet applications **market**. Borland, is the company that introduced Intrabuilder for Windows NT and Windows 95 in mid...

... to achieve Intrabuilder sales of US\$ 60,000 between January to March of 1997. The **target market** for Intrabuilder include giant corporations and Government bodies. Intrabuilder is available in three versions, Borland...

**14/3,K/51 (Item 45 from file: 583)**

Search Report from Ginger R. DeMille

DIALOG(R)File 583:Gale Group Globalbase(TM)  
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06406654

Ace Bed Forms a Technical Tie-Up in the Philippines

PHILIPPINES: TECHNOLOGY TRANSFER BY ACE BED

The Korea Economic Weekly (XBG) 02 Dec 1996 P.5

Language: ENGLISH

... the Filipino firm to use its own brand for beds with the Philippines as the **target market**. Under the deal, the South Korean firm will get US\$ 140,000 for three years...

... net sales of Salem Bed, the largest bed maker in the Philippines with a 40% **market share**, will be given to Ace Bed as royalty. The South Korean firm operates three bases...

14/3,K/52 (Item 46 from file: 583)

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06393993

ONE CARD WITH MULTIPLE USES MEANS GOOD BUSINESS

AUSTRALIA: WHO IS DINERS CLUB TARGETING?

The Australian (XAA) 17 Nov 1996 P.5(Diners Club)

Language: ENGLISH

According to Diners Club Australia, its primary **target market** is the Australian Business Traveller. A typical business traveller earns over AU\$ 30,000 per...

... 8 mn such people in Australia. Out of which, Diners Club Australia has over 24% **share** of the **market**.

14/3,K/53 (Item 47 from file: 583)

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06391275

HEALTHIER BISCUITS

AUSTRALIA: LESS-FAT AND FAT-FREE BISCUITS

Foodweek & Liquor Week (XBS) 08 Oct 1996 P.15

Language: ENGLISH

... October 1996. The firm expects that the new range, SnackRight, will eat into 60%-65% **market share** of existing biscuits, but this will be offset by a rise in the value of the market that stood at AU\$ 880 mn. The **target market** of SnackRight is 25-55 year old females. The low-fat and fat-free biscuits...

14/3,K/54 (Item 48 from file: 583)

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06387687

Lion Corp seeks bigger **share** of detergent **market**

THAILAND: BIGGER PIE FOR LION'S DETERGENT

Search Report from Ginger R. DeMille

Bangkok Post (XBN) 24 Oct 1996 Business P.3  
Language: ENGLISH

Lion Corp seeks bigger **share** of detergent **market**

... promotions to improve the share of its Hand Force concentrate detergent in the concentrate detergent **market**. The firm's **target market share** for the concentrate detergent is 25% by 2000. The detergent presently takes 12% of the...

... proposed to build a plant to make liquid washing goods. The plan to improve its **market share** and the proposed plant are the efforts of Lion Corp (Thailand) Co, a joint venture...

14/3,K/55 (Item 49 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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06382990

DAIRY SNACKS

AUSTRALIA: NEW DAIRY SNACKS FROM NESTLE  
Foodweek & Liquor Week (XBS) 15 Oct 1996 P.15  
Language: ENGLISH

...market in Australia, Nestle has launched two new children's dairy snacks based on its **top** milk flavour **brands**, Milo and NesQuik. Available in 175g tubs in twin and six packs, Milo and NesQuik...

...snacks are a natural extension for the brands, which have a high profile in the **target market**. The products have received very positive consumer trials in Australia. \*...

14/3,K/56 (Item 50 from file: 583)  
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06323419

Goldstar aims to be among top three

MALAYSIA: GOLDSTAR AIMS TO BE TOP SELLER  
New Straits Times (XAS) 10 Jun 1996 P.29  
Language: ENGLISH

... also come up with the "Triple Three" plan for the period 1996-1998, to achieve **top** three **market** positions by 1998 in Malaysia. The following table show the company's aims from 1995...

... Conditioner -Washing - - - 2nd Machines -Microwave - - - 3rd Ovens  
Title: Goldstar's Refrigerator, Television and Air-conditioner **Market**  
**Share** . **Products** 1995 1996 ( **target** ) **Market** Total **Market** Total  
**Shares** Sales **Shares** Sales (%) (unit) (%) (unit) -Refrigerator 8 23,000  
12 40,000 -Television 4 25,000 11...

14/3,K/57 (Item 51 from file: 583)  
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05920123

Search Report from Ginger R. DeMille

State targets small loans as big business goes dead

AUSTRALIA: SMALL LOANS TARGETED BY STATE

Australia Financial Review (AFR) 17 Jan 1994 P.24

Language: ENGLISH

... to the StateBank NSW in Australia, as a result of slack loan conditions in its **target market** of small to medium business, this has forced it to roll over large corporate loans...

... of lending opportunities in the business market, as well as an aggressive bid to win **market share** in the housing sector. It is said that a loss after tax and abnormals of...

**14/3,K/58 (Item 52 from file: 583)**

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05150719

Herrenkosmetik in Kanada

CANADA - MEN'S COSMETICS MARKET IS STILL YOUNG

Parfuemerie & Kosmetik (PK) 0 June 1992 p420-425

ISSN: 0031-1952

Language: German

... states of Canada, which excluding children and youths of up to 19 years gives a **target market** of 10.23 mil consumers with purchasing power. Looking at the development of the men...

... cosmetics and pre-shaving products, and after-shave products have seen sales fall and their **percentage** share of **total sales** decline, as have shaving creams, foams and soaps. Source further details the developments in the...

**14/3,K/59 (Item 53 from file: 583)**

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04904590

Wenn der Eismann zweimal klingelt

GERMANY - EISMANN AND BOFROST LEAD WITH DELIVERED FROZEN FOODS

TK Report (TK) 0 February 1992 p42,44

Language: German

... poultry. Eismann claims to have 39% of the market, and is now expanding its original **target market** of multi-person households with average income in rural areas to include smaller households in...

EVENT: **MARKET SHARE**

**14/3,K/60 (Item 54 from file: 583)**

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04316608

OWN LABEL **SHARE** OF BODY SPRAY **MARKET** INCREASES

UK - OWN LABEL **SHARE** OF BODY SPRAY **MARKET** INCREASES

Super Marketing (SMG) 31 May 1991 p30-31

Search Report from Ginger R. DeMille

ISSN: 0039-5811

OWN LABEL **SHARE** OF BODY SPRAY **MARKET** INCREASES  
UK - OWN LABEL **SHARE** OF BODY SPRAY **MARKET** INCREASES

... is expanding from the original under-25 age group. Elida Gibbs' Impulse brand has a **target market** of 18 to 14-year-olds, although advertising and packaging is aimed at 16 to...

14/3,K/61 (Item 55 from file: 583)  
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04030507  
MITI TO REJECT US REQUEST ON CHIP **MARKET** **SHARE**  
JAPAN - MITI TO REJECT US REQUEST ON CHIP **MARKET** **SHARE**  
Japan Economic Journal (JEJ) 19 January 1991 p6  
ISSN: 0021-4388

MITI TO REJECT US REQUEST ON CHIP **MARKET** **SHARE**  
JAPAN - MITI TO REJECT US REQUEST ON CHIP **MARKET** **SHARE**

... The Ministry of International Trade & Industry (MITI) will reject a US request to fix a **target market share** for foreign semiconductor manufacturers, according to MITI sources. MITI has stated that US manufacturers' **share** of the Japanese chip **market** will rise due to efforts on both sides rather than due to fixing a numerical...

14/3,K/62 (Item 56 from file: 583)  
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03318068  
BALTICA LAUNCHES INSURANCE JV  
TURKEY - BALTICA LAUNCHES INSURANCE JV  
Jyllandsposten (JYP) 27 February 1990 pe2  
Language: Danish

... a traditional Turkish insurance company and will thereafter seek to introduce Danish insurance styles. The **target market share** is 0.5% in 1990 rising to 5% in 1994. Ege-Baltica has approx DKr27...

14/3,K/63 (Item 57 from file: 583)  
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02926281  
AUDITIONS IN LINK-UP WITH SEVENOAKS  
UK - AUDITIONS IN LINK-UP WITH SEVENOAKS  
Retail Week (RWK) 25 August 1989 p5

... a marketing and buying deal with Sevenoaks Hi-Fi Video (UK), electrical goods retailer. Auditions **target market** area is the **top** end of the range but the deal will give the company more goods for the...

14/3,K/64 (Item 58 from file: 583)



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02894158  
INCREASED GLASS PRODUCTION IN 1988  
EEC - INCREASED GLASS PRODUCTION IN 1988  
Glass (GL) 0 August 1989 p291,293  
ISSN: 0017-0984

... packaging waste management, with four countries achieving a recycling rate of 50% and over, and **target market shares** have been set in some countries for refillable containers. Glass manufacturers are investing in research...

**14/3,K/65 (Item 59 from file: 583)**  
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02440079  
BAXTERS PLANS FOR 1992  
UK - BAXTERS PLANS FOR 1992  
Irish Times (IT) 18 January 1989 p15

... looking at the development of new markets. In the UK, Baxters currently has a 76% **share** of the premium soups **market**, but only 20% of its sales are accounted for by exports, with nearly 30% of...

... tailor products for large individual customers and is specifically looking at W Germany as a **target market**, having already developed a full profile of the market, analysing the company's strengths and...

**14/3,K/66 (Item 60 from file: 583)**  
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01370426  
LILT CLOTHES OFFER  
UK - LILT CLOTHES OFFER  
Confectioner Tobacconist & Newsagent (CRTN) 9 October 1987 p9

... are also available in the stores. The reason for linking up with Top Shop and **Top Man** is that their **target market** is the same as that of Lilt: teenagers and young adults.\*

**14/3,K/67 (Item 61 from file: 583)**  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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00480352  
CASCADES TO ENTER NEW MARKETS  
US - CASCADES TO ENTER NEW MARKETS  
Pulp & Paper Week (PPW) 29 August 1986 p5

Cascades has become Canada's **leading** deinked **market** pulp producer, and is considering future directions for its 100t/d deinked market pulp mill...

...might in future expand to include a brighter pulp with greater strength,

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and extend its **target market** area beyond a 50-mile radius.

14/3,K/68 (Item 62 from file: 583)  
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00034271

PORSCHE TO PRODUCE AERO-ENGINE

W GERMANY - PORSCHE TO PRODUCE AERO-ENGINE

Financial Times (C) 1991 (FT) 17 January 1986 p25

... total market involves sales of 4-5k engines/y, but Porsche did not reveal its **target market share**. The engines will be built at the Zuffenhausen plant in Stuttgart, and aimed at the...

?

PLEASE ENTER A COMMAND OR BE LOGGED OFF IN 5 MINUTES

? ds

Set	Items	Description
S1	99454	(MARKET OR BRANDS OR PRODUCTS) (5N) (SHARE OR SHARES OR RANK OR TOP OR LEADING OR OUTSTANDING) OR SHARE (2W) MARKET
S2	228	(PERCENT? OR RATIO? OR AVERAGE OR DISTRIBUTION) (3W) (TOTAL - OR ALL OR PRODUCT) ( ) SALES
S3	1335	TARGET ( ) MARKET
S4	4827	(PERCENT? OR RATIO? OR AVERAGE) (4W) SALES
S5	105	RELEVANT ( ) MARKET? ?
S6	81	(S1 OR S2 OR S4 OR S5) AND S3
S7	64	(S1 OR S2 OR S4 OR S5) (3S) S3
S8	2	(EXISTING OR HISTORICAL OR PAST OR STATIC OR ACTUAL) (2W) (S1 OR S2 OR S4 OR S5) (20N) (CURRENT OR DYNAMIC OR RIGHT ( ) NOW OR - REALTIME OR REAL ( ) TIME) (2W) (S1 OR S2 OR S4 OR S5)
S9	2	RD (unique items)
S10	0	(COMPAR? OR ANALYS? OR ANALYZ? OR EVALUAT? OR RANK? OR RATING OR RATE) (3W) S8

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Set	Items	Description
S1	99454	(MARKET OR BRANDS OR PRODUCTS) (5N) (SHARE OR SHARES OR RANK OR TOP OR LEADING OR OUTSTANDING) OR SHARE(2W) MARKET
S2	228	(PERCENT? OR RATIO? OR AVERAGE OR DISTRIBUTION) (3W) (TOTAL - OR ALL OR PRODUCT) () SALES
S3	1335	TARGET() MARKET
S4	4827	(PERCENT? OR RATIO? OR AVERAGE) (4W) SALES
S5	105	RELEVANT() MARKET? ?
S6	81	(S1 OR S2 OR S4 OR S5) AND S3
S7	64	(S1 OR S2 OR S4 OR S5) (3S) S3
S8	2	(EXISTING OR HISTORICAL OR PAST OR STATIC OR ACTUAL) (2W) (S1 OR S2 OR S4 OR S5) (20N) (CURRENT OR DYNAMIC OR RIGHT() NOW OR - REALTIME OR REAL() TIME) (2W) (S1 OR S2 OR S4 OR S5)
S9	147	S1 AND (REDEEM? OR COUPON OR REDEMPT?)
S10	129	S1(S) (REDEEM? OR COUPON OR REDEMPT?)
S11	114	S10 NOT PY>2000
S12	114	RD (unique items)

? t12/3,k/all

12/3,K/1 (Item 1 from file: 2)

DIALOG(R) File 2:INSPEC

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6387597 INSPEC Abstract Number: C1999-12-1290D-022

**Title: Short- or long-duration coupons: the effect of the expiration date on the profitability of coupon promotions**

Author(s): Krishna, A.; Zhang, Z.J.

Author Affiliation: Graduate Sch. of Bus., Michigan Univ., Ann Arbor, MI, USA

Journal: Management Science vol.45, no.8 p.1041-56

Publisher: Inst. Oper. Res. & Manage. Sci,

Publication Date: Aug. 1999 Country of Publication: USA

CODEN: MSCIAM ISSN: 0025-1909

SICI: 0025-1909(199908)45:8L.1041:SLDC;1-0

Material Identity Number: M120-1999-012

U.S. Copyright Clearance Center Code: 0025-1909/99/4508/1041\$05.00

Language: English

Subfile: C

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Search Report from Ginger R. DeMille

Abstract: United States firms collectively spend over \$6.5 billion annually on **coupon** promotions and are becoming increasingly concerned with their profitability. Free-standing-insert data show that **coupon** duration varies across brands. In this paper, we show how **coupon** duration can affect **coupon** profitability. We also provide answers for some empirical observations on **coupon** duration. We explain, for example, why (1) **coupon** duration will vary across firms, such that large **market share** firms will give short-duration coupons and small **market share** firms will give long-duration coupons; (2) longer **coupon** duration for one brand will increase **redemption** for coupons of that brand and of a competing brand; and (3) **coupon** duration will affect **coupon** profitability.

12/3,K/2 (Item 1 from file: 35)

DIALOG(R)File 35:Dissertation Abs Online

(c) 2003 ProQuest Info&Learning. All rts. reserv.

01782807 ORDER NO: AADAA-I9996979

**A model to forecast the effects of price changes on brand loyalty of non-durable, consumer packaged goods in a competitive environment**

Author: Schwarze, John A.

Degree: D.B.A.

Year: 2000

Corporate Source/Institution: University of Sarasota (0588)

Source: VOLUME 61/11-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 4465. 133 PAGES

ISBN: 0-493-04055-2

...levels of price changes. Responses were then separated by levels of brand loyalty, levels of **market share**, **coupon** usage, brand value, and perceived quality levels. Price elasticities were calculated for different levels and...

12/3,K/3 (Item 2 from file: 35)

DIALOG(R)File 35:Dissertation Abs Online

(c) 2003 ProQuest Info&Learning. All rts. reserv.

01479616 ORDER NO: AADAA-INN04370

**TAX PLANNING AND FINANCIAL REPORTING COSTS: A STUDY OF THE CANADIAN MARKET FOR REDEEMABLE PREFERRED SHARES**

Author: WARSAME, HUSSEIN AHMED

Degree: PH.D.

Year: 1995

Corporate Source/Institution: UNIVERSITY OF CALGARY (CANADA) (0026)

Source: VOLUME 57/01-A OF DISSERTATION ABSTRACTS INTERNATIONAL.

PAGE 316. 162 PAGES

ISBN: 0-612-04370-3

**TAX PLANNING AND FINANCIAL REPORTING COSTS: A STUDY OF THE CANADIAN MARKET FOR REDEEMABLE PREFERRED SHARES**

...with the managerial tax planning approach to predict the effect of two episodes which involved **redeemable** preferred shares: the 1987 tax reform and the 1990 Abstract EIC-13. The dissertation hypothesized that the first episode would have a negative effect on the Canadian **market** for **redeemable** preferred shares by reducing the tax advantage (Pareto improvement) of preferred shares over debt. It also hypothesized...  
...over debt. The second episode was hypothesized to have a further

negative effect on the **market** for **redeemable** preferred **shares** , by increasing financial reporting costs. It was also hypothesized that tax considerations would interfere with...

12/3,K/4 (Item 3 from file: 35)

DIALOG(R)File 35:Dissertation Abs Online  
(c) 2003 ProQuest Info&Learning. All rts. reserv.

01398829 ORDER NO: AAD95-06102

**A MODEL FOR EVALUATING THE OPTIMAL FACE VALUE OF COUPONS**

Author: SWAMINATHAN, SRINIVASAN  
Degree: PH.D.  
Year: 1994  
Corporate Source/Institution: THE UNIVERSITY OF TEXAS AT AUSTIN (0227)  
Source: VOLUME 55/10-A OF DISSERTATION ABSTRACTS INTERNATIONAL.  
PAGE 3250. 114 PAGES

...than 310 billion coupons are issued annually, very little is known about the effectiveness of **coupon redemptions** . The profitability of couponing operations depend on both the **redemption** rate and the incremental sales generated by **coupon** drops. Brand managers might use coupons for reasons beyond maximization of profits. For example, in...

...maintaining profits at pre promotion level or even accepting a reduction in profits to capture **market share** ). Further, the impact of a manufacturer's **coupon** on a particular chain's sales will also depend on the shelf price of the...

...impact of shelf price on brand sales will depend on the face value of the **coupon** and time since it is dropped. Therefore the price elasticity of demand is not only a function of the shelf price and other store causal variables, but also of **coupon** face value and time since the **coupon** drop. This research proposes and empirically validates a model that investigates the impact of **coupon** face value on **redemption** rates, brand sales, brand profitability, price elasticity and **coupon** face value elasticity. The research has three steps. In step 1, the impact of **coupon** face value on **coupon redemptions** is investigated. In step 2, both the **redemption** value and advertisement value of coupons on brand sales are measured. Results of this step can also be used to calculate the price elasticity and **coupon** face value elasticity of the brand. In step 3, results from the previous two steps...

12/3,K/5 (Item 4 from file: 35)

DIALOG(R)File 35:Dissertation Abs Online  
(c) 2003 ProQuest Info&Learning. All rts. reserv.

01203039 ORDER NO: AAD92-05928

**CROSS-COUPONING AS BUNDLING (PROMOTIONS)**

Author: FOSTER, IRENE RAJ  
Degree: PH.D.  
Year: 1991  
Corporate Source/Institution: INDIANA UNIVERSITY (0093)  
Source: VOLUME 52/09-A OF DISSERTATION ABSTRACTS INTERNATIONAL.  
PAGE 3356. 108 PAGES

...limited information or targeted bundling case, only purchasers of the "source" product see the cross- **coupon** and thus the price of the "target" product is lowered to them only. In the full information or mixed

bundling case, the cross- **coupon** is located so that all consumers see the **coupon** and thus have the option of buying the bundle at a reduced price. In both...

...these price elasticity relationships change when: (i) the firm's objective is to maximize sales/ **market share** rather than profit; (ii) there is less than 100% **coupon redemption** among consumers; and, (iii) the products are substitutes or complements.

The results from the theoretical...

12/3,K/6 (Item 5 from file: 35)  
DIALOG(R)File 35:Dissertation Abs Online  
(c) 2003 ProQuest Info&Learning. All rts. reserv.

834888 ORDER NO: AAD84-04396

**THE EFFECT OF PRICE PROMOTION ON COUPON REDEMPTION AND BRAND CHOICE**

Author: HENDERSON, CAROLINE MARSHALL  
Degree: D.B.A.  
Year: 1983  
Corporate Source/Institution: HARVARD UNIVERSITY (0084)  
Source: VOLUME 44/11-A OF DISSERTATION ABSTRACTS INTERNATIONAL.  
PAGE 3477. 634 PAGES

...data base for two product categories. There are three types of analysis: segmentation, modelling the **coupon redemption** decision for an individual purchase, and modelling the brand choice decision. The study concludes that...

...not draw a significant number of consumers from competing brands, with the exception that coupons **redeemed** for one brand do appear to decrease **redemptions** on other brands. In **redeeming** coupons, consumers display several alternative types of behavior patterns: primacy (the first promotion encountered dominates...

...in promotion effects by brand, category, and store are noted and tentatively explained by brand **market share**, and by product or store use of promotion.

12/3,K/7 (Item 6 from file: 35)  
DIALOG(R)File 35:Dissertation Abs Online  
(c) 2003 ProQuest Info&Learning. All rts. reserv.

733318 ORDER NO: AAD80-27358

**AN ECONOMETRIC MODEL TO FORECAST CONSUMER RESPONSE TO MANUFACTURER-DISTRIBUTED STORE-REDEEMABLE CENTS-OFF COUPON PROMOTIONS**

Author: SCHLOBOHM, STARR F.  
Degree: PH.D.  
Year: 1980  
Corporate Source/Institution: NEW YORK UNIVERSITY, GRADUATE SCHOOL OF BUSINESS ADMINISTRATION (0868)  
Source: VOLUME 41/07-A OF DISSERTATION ABSTRACTS INTERNATIONAL.  
PAGE 3182. 464 PAGES

...sub-samples of the data.

The three final models were linear form-of-coupon models.

**Redemptions** for on-page coupons were influenced by: **coupon** distribution divided by that year's total **coupon** distribution; the number

Search Report from Ginger R. DeMille

of coupons distributed through newsstand copies; the proportion of households using the product category; daily product usage; one of the **leading brands** ; placement of the product in the product groups, shelf grocery products, beverage food products, cold...

...freezer products; Starch "Noted" Advertising Readership score; participation in a Digest-sponsored food store promotion; **coupon** value presented three times on the **coupon** face; **coupon** printed four color; **coupon** backs-up editorial; square inch size of the **coupon** ; and **coupon** bleeds gutter.

Redemptions for card insert coupons were influenced by: coupon distribution divided by that...

...distribution; proportion of households using the product category; product usage measured daily; one of the **leading brands** ; placement of the product in the cold case and freezer products group; product offered free with or without purchase; Starch "Noted" Advertising Readership score; **coupon** printed two sides; background coloration of the **coupon** differed from the supporting advertising space; **coupon** rule size one point; and **coupon** headline type size 24 points or larger.

The final three models combined had a R...

12/3,K/8 (Item 1 from file: 65)

DIALOG(R)File 65:Inside Conferences

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02521145 INSIDE CONFERENCE ITEM ID: CN026302851

**The Effect of Coupon Reduction on Market Share , Sales Revenue, and Profit**

Barnhard, L.; Berkey, C.

CONFERENCE: Marketing-Annual meeting; 34th

PROCEEDINGS OF THE ANNUAL MEETING-SOUTHERN MARKETING ASSOCIATION P:  
280-282

SMA, 1997

LANGUAGE: English DOCUMENT TYPE: Conference Papers

CONFERENCE EDITOR(S): Stuart, E. W.; Moore, E. M.

CONFERENCE SPONSOR: Southern Marketing Association

CONFERENCE LOCATION: Atlanta, GA

CONFERENCE DATE: Nov 1997 (199711) (199711)

**The Effect of Coupon Reduction on Market Share , Sales Revenue, and Profit**

12/3,K/9 (Item 1 from file: 233)

DIALOG(R)File 233:Internet & Personal Comp. Abs.

(c) 2003 Info. Today Inc. All rts. reserv.

00250498 91MA10-411

**Distributor packs 1-2-3 with IIci, IIsi**

Gore, Andrew

MacWEEK , October 29, 1991 , v5 n37 p83-84, 2 Page(s)

ISSN: 0892-8118

Company Name: Lotus Development; Intelligent Electronics; Microsoft

Product Name: Lotus 1-2-3 for Macintosh; Microsoft Excel; Macintosh

... Lotus, in cooperation with Intelligent Electronics Inc., America's largest Mac distributor, is bundling a **coupon** which entitles the user to a free copy of Lotus 1-2-3 for the...

Search Report from Ginger R. DeMille

... 1 to Dec. 31, 1991. Says that Lotus' aggressive strategy hopes to make up for **market share** lost to competitors such as Microsoft's Excel. (PAM)

12/3,K/10 (Item 1 from file: 256)

DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.

(c)2003 Info.Sources Inc. All rts. reserv.

00113959 DOCUMENT TYPE: Review

**PRODUCT NAMES:** Internet Marketing (835552)

**TITLE:** Web Retailers Try to Keep Their Hits Up

**AUTHOR:** Machlis, Sharon

**SOURCE:** Computerworld, v33 n6 p48(1) Feb 8, 1999

**ISSN:** 0010-4841

**HOME PAGE:** <http://www.computerworld.com>

**RECORD TYPE:** Review

**REVIEW TYPE:** Product Analysis

**GRADE:** Product Analysis, No Rating

**REVISION DATE:** 20020819

...numbers. Some companies are improving back-end systems operations to provide better service and increase **market share**, while others are turning to software products that can track user behavior and buying patterns...

...has instituted frequent-buyer programs that reward repeat customers with shoppers points, which can be **redeemed** for products and services.

12/3,K/11 (Item 2 from file: 256)

DIALOG(R) File 256:SoftBase:Reviews,Companies&Prods.

(c)2003 Info.Sources Inc. All rts. reserv.

00103993 DOCUMENT TYPE: Review

**PRODUCT NAMES:** Company--Learning Co (857297)

**TITLE:** Learning Company initiates back-to-school bargains

**AUTHOR:** Ricadela, Aaron

**SOURCE:** Computer Retail Week, v173 p3(2) Jun 16, 1997

**ISSN:** 1066-7598

**HOME PAGE:** <http://www.crw.com>

**RECORD TYPE:** Review

**REVIEW TYPE:** Company

**REVISION DATE:** 20020703

...titles: Reader Rabbit's Toddler, Preschool and Kindergarten. Users can also mail in a rebate **coupon** to reduce the cost by another two-thirds. In addition, prices will be reduced to...

...and Oregon Trail series, via a rebate program. The promotions are designed to gain back **market share** lost during fourth quarter of 1996, when the Learning Company's revenues in the education...



Search Report from Ginger R. DeMille

...8 percent share to 15.3 percent. The Learning Company has regained some of that **market share**, and reported an 18.9 percent share in April 1997. An edutainment buyer said promotions...

**12/3,K/12 (Item 1 from file: 474)**

DIALOG(R)File 474:New York Times Abs  
(c) 2003 The New York Times. All rts. reserv.

07812660 NYT Sequence Number: 686581000611

**THE QUIET ALLURE OF COUPON CLIPPERS**

Berenson, Alex

New York Times, Col. 2, Pg. 7, Sec. 3

Sunday June 11 2000

**ABSTRACT:**

...column, comments on staid competition of Valaddis Communications and New Corporation, which hold roughly equal **shares** of **market** for printing and distributing **coupon** inserts that fatten Sunday newspapers nationwide; finds Valassis shares 'absurdly cheap,' noting company enjoyed 40...

**12/3,K/13 (Item 2 from file: 474)**

DIALOG(R)File 474:New York Times Abs  
(c) 2003 The New York Times. All rts. reserv.

07507473 NYT Sequence Number: 105015960316

**IT'S A FUND! BRINGING UP BABY MUTUALS**

Wyatt, Edward

New York Times, Col. 1, Pg. 1, Sec. 3

Saturday March 16 1996

**ABSTRACT:**

...families to test new types of funds, is being adopted by smaller firms primarily seeking **top** performers to **market** aggressively; tiny incubating fund, seeded with money from fund company and its insiders, can generate artificially high return by not allowing shareholder **redemptions**; graphs; photo (L)

**12/3,K/14 (Item 3 from file: 474)**

DIALOG(R)File 474:New York Times Abs  
(c) 2003 The New York Times. All rts. reserv.

06758427 NYT Sequence Number: 028320941109

**COMPANY NEWS**

New York Times, Col. 1, Pg. 5, Sec. D

Wednesday November 9 1994

**ABSTRACT:**

Texaco Inc completes stock repurchase program involving 6.1 million **shares** on the open **market** in order to **redeem** all its series E variable-rate cumulative preferred stock (S)

**12/3,K/15 (Item 4 from file: 474)**

DIALOG(R)File 474:New York Times Abs  
(c) 2003 The New York Times. All rts. reserv.

Search Report from Ginger R. DeMille

06508492 NYT Sequence Number: 439894930210

**ADVERTISING: CIGARETTE MAKERS**

ELLIOTT, STUART

New York Times, Col. 1, Pg. 19, Sec. D

Wednesday February 10 1993

**ABSTRACT:**

...of \$300 million this year to persuade consumers to collect proofs of purchase or coupons **redeemable** for clothing and other merchandise; says promotions are at heart of strategies to shore up sagging sales of full-price cigarettes, which are losing **market share** to discount smokes (M)

12/3,K/16 (Item 5 from file: 474)

DIALOG(R)File 474:New York Times Abs

(c) 2003 The New York Times. All rts. reserv.

01125697 NYT Sequence Number: 074841810816

**Interview-profile of John Susko, General Foods brand manager for Maxwell**

House instant coffee. Susko manages market for brand, participates in advertising, packaging and even production decisions and oversees promotion through trade discounts and consumer couponing. Notes that, while recent trends in corporate management are curbing brand manager's freedom, brand managing is still a crucial step on managerial ladder. Discloses that, as brand manager for industry leader with declining market share, he monitors market's pulse to meet volume goals. Allocating marketing budget takes up to half his time, splitting money through trade promotions in close cooperation with retail stores and consumer coupons. General Foods is combatting illegal coupon redemptions by issuing coupons through mail and de-emphasizing newspaper inserts. Susko photo (L).)

SALMANS, SANDRA

New York Times, Col. 1, Pg. 8, Sec. 3

Sunday August 16 1981

...crucial step on managerial ladder. Discloses that, as brand manager for industry leader with declining market share, he monitors market's pulse to meet volume goals. Allocating marketing budget takes up to half his time...

...promotions in close cooperation with retail stores and consumer coupons. General Foods is combatting illegal coupon redemptions by issuing coupons through mail and de-emphasizing newspaper inserts. Susko photo (L).)...

12/3,K/17 (Item 6 from file: 474)

DIALOG(R)File 474:New York Times Abs

(c) 2003 The New York Times. All rts. reserv.

00722094 NYT Sequence Number: 082930760922

**Investment Co Inst repts that investors cashing in mutual fund sharesd** exerted drag on stock market in Aug. Rept that net redemptions totaled \$280.4 Million during Aug and prompted fund portfolio mgrs to sell \$247.5 Million more of common stock than they purchased. Redemptions climbed to record 14% in yr ending in Aug, up from 13.2% in July and 8.4% in Aug '75. Holdings of cash and short-term securities edged up in Aug to 5.6% of assets from 5.5%, but this liquidity rate is down from 8.8% in '75.

Search Report from Ginger R. DeMille

Sales of new fund shares , other than those of money market funds, were \$255.8 Million in Aug, 2d lowest level of any month in '76. 389 inst members bought \$711.7 Million of common stock while selling \$959.2 Million. Graph showing mutual fund sales and redemptions in '76 (M).)

HERSEY, ROBERT D, JR

New York Times, Col. 1, Pg. 65

Wednesday September 22 1976

...cashing in mutual fund sharesd exerted drag on stock market in Aug. Rept that net redemptions totaled \$280.4 Million during Aug and prompted fund portfolio mgrs to sell \$247.5 Million more of common stock than they purchased. Redemptions climbed to record 14% in yr ending in Aug, up from 13.2% in July...

...but this liquidity rate is down from 8.8% in '75. Sales of new fund shares , other than those of money market funds, were \$255.8 Million in Aug, 2d lowest level of any month in '76...

...Million of common stock while selling \$959.2 Million. Graph showing mutual fund sales and redemptions in '76 (M).)...

12/3,K/18 (Item 1 from file: 475)

DIALOG(R)File 475:Wall Street Journal Abs

(c) 2003 The New York Times. All rts. reserv.

07957920 NYT Sequence Number: 000000971029

**FUND TRACK: JUMPY HOLDERS OF STOCK FUNDS RUN FULL CIRCLE**

Damato, Karen

Wall Street Journal, Col. 6, Pg. 1, Sec. C

Wednesday October 29 1997

**ABSTRACT:**

Mutual-fund investors chase the stock market 's tail, redeeming stock-fund shares in the morning then shifting to buy orders after catching wind of the market's...

12/3,K/19 (Item 2 from file: 475)

DIALOG(R)File 475:Wall Street Journal Abs

(c) 2003 The New York Times. All rts. reserv.

06521877

**POST BREAKFAST-CEREALS ARE WAKING UP**

Wall Street Journal, Col. 1, Pg. 10, Sec. B

Tuesday November 2 1993

**ABSTRACT:**

Article reports Kraft General Foods' Post division in coming on strong in its race for market share with rivals Kellogg Co and General Mills Inc who remain far ahead; says that due...

...profit margins and endless growth Kraft has begun to pour on the promotion money and coupon redemptions ; chart (M)

12/3,K/20 (Item 3 from file: 475)

DIALOG(R)File 475:Wall Street Journal Abs

(c) 2003 The New York Times. All rts. reserv.

06521512

**OHIO EDISON CO PREFERRED STOCK**

Wall Street Journal, Col. 6, Pg. 3, Sec. A  
Friday December 31 1993

**ABSTRACT:**

Ohio Edison Co says it proposes to **redeem** all 500 units of its **outstanding market** auction preferred stock on February 22 1994 (S)

12/3,K/21 (Item 4 from file: 475)  
DIALOG(R)File 475:Wall Street Journal Abs  
(c) 2003 The New York Times. All rts. reserv.

06009538

**AVON PLANS SWAP OF COMMON SHARES FOR ITS PREFERRED**

Wall Street Journal, Col. 1, Pg. 23, Sec. C  
Monday April 8 1991

**ABSTRACT:**

Avon **Products** will **redeem** 18 million **shares** of preferred stock by issuing 13 million shares of common stock June 3 (S)

12/3,K/22 (Item 5 from file: 475)  
DIALOG(R)File 475:Wall Street Journal Abs  
(c) 2003 The New York Times. All rts. reserv.

04757401

**CORRECTIONS & AMPLIFICATIONS**

Wall Street Journal, Col. 3, Pg. 5, Sec. 1  
Friday March 7 1986

**ABSTRACT:**

Wang Laboratories Inc said it may buy its convertible debentures **outstanding** in open **market** ; earlier edition incorrectly said Wang was considering **redeeming** debentures (S)

12/3,K/23 (Item 6 from file: 475)  
DIALOG(R)File 475:Wall Street Journal Abs  
(c) 2003 The New York Times. All rts. reserv.

01167935 NYT Sequence Number: 005797821224

**McNeil Consumer Products Co of Johnson & Johnson reports preliminary data from market surveys show Tylenol drug is making comeback. Information Resources grocery-store surveys of four US towns finds Tylenol has regained 95% of its market share . Other surveys show drug regained 55% of its market share in Nov '82, compared with 35% in Oct '82. Tylenol coupon promotions were sent to 40 million households from Nov-Dec '82 (L).)**

WALDHOLZ, MICHAEL

Wall Street Journal, Col. 1, Pg. 1  
Friday December 24 1982

**...Resources grocery-store surveys of four US towns finds Tylenol has regained 95% of its market share . Other surveys show drug regained 55% of its market share in Nov '82, compared with 35% in Oct '82. Tylenol coupon promotions were sent to 40 million households from Nov-Dec '82 (L).)**...

12/3,K/24 (Item 7 from file: 475)  
DIALOG(R)File 475:Wall Street Journal Abs  
(c) 2003 The New York Times. All rts. reserv.

01122787 NYT Sequence Number: 004772790613

Rocky Mountain Natural Gas Co plans to redeem its \$0.93 convertible preferred stock at \$11.03 per share by July 12 '79. Through July 11, each preferred share can be converted into 1.905 common shares , which currently have combined market value of about \$15.24. Company has about 185,645 convertible preferred shares outstanding (S).)  
Wall Street Journal, Col. 3, Pg. 36  
Wednesday June 13 1979

Rocky Mountain Natural Gas Co plans to redeem its \$0.93 convertible preferred stock at \$11.03 per share by July 12 '79. Through July 11, each preferred share can be converted into 1.905 common shares , which currently have combined market value of about \$15.24. Company has about 185,645 convertible preferred shares outstanding (S).)...

12/3,K/25 (Item 8 from file: 475)  
DIALOG(R)File 475:Wall Street Journal Abs  
(c) 2003 The New York Times. All rts. reserv.

01111425 NYT Sequence Number: 010655781115

Federal Judge Charles L Brieant rules that White Motor Corp does not have to pay dividends on its Series A \$6.75 cumulative preferred or redeem the shares . Alco Products filed suit in Nov '76 seeking to compel redemption of preferred stock valued at \$9.4 Million, and payment of accrued dividends (S).)  
Wall Street Journal, Col. 3, Pg. 14  
Wednesday November 15 1978

...does not have to pay dividends on its Series A \$6.75 cumulative preferred or redeem the shares . Alco Products filed suit in Nov '76 seeking to compel redemption of preferred stock valued at \$9.4 Million, and payment of accrued dividends (S).)...

12/3,K/26 (Item 9 from file: 475)  
DIALOG(R)File 475:Wall Street Journal Abs  
(c) 2003 The New York Times. All rts. reserv.

01081947 NYT Sequence Number: 000664771215

Builders Investment Group agrees to settle class-action suits brought by purchasers of Builders shares and warrants who charged that Builders violated securities disclosure laws. Settlement provides for Builders to distribute among eligible holders of shares and warrants 1 million new warrants convertible into common shares at 110% of market price over 10-day period in Feb '78. Builders will establish \$1.2-million fund to redeem new warrants. Other defendants include Certain-Teed Corp, Valley Forge Corp, S D Leidesdorf & Co, Housing Securities Inc and various officers and trustees (M).)  
Wall Street Journal, Col. 2, Pg. 14  
Thursday December 15 1977

...distribute among eligible holders of shares and warrants 1 million new warrants convertible into common shares at 110% of market price over

Search Report from Ginger R. DeMille

10-day period in Feb '78. Builders will establish \$1.2-million fund to redeem new warrants. Other defendants include Certain-Teed Corp, Valley Forge Corp, S D Leidesdorf & Co...

12/3,K/27 (Item 1 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
(c) 2002 The Gale Group. All rts. reserv.

09381609  
MehilUinen ja Tohtoritalo yhdistyvUt  
FINLAND: PRIVATE HEALTH CARE COMPANIES MERGE  
Helsingin Sanomat (XFB) 11 Oct 2000 p.D2  
Language: FINNISH

... be financed by CapMan and the Finnish National Fund for Research and Development which will **redeem** at least a total of 60% of the shares of the new company. The new...

...the private doctoral services in Finland, excluding dental services. The goal is to increase the **market share** to 20% by acquiring health care centers in university towns and other major towns.

12/3,K/28 (Item 2 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
(c) 2002 The Gale Group. All rts. reserv.

09379762  
U.S. tissue producers settle class-action lawsuit  
US: TISSUE PRODUCERS ORDERED TO PAY COMPENSATION  
Pulp & Paper Week (PPW) 25/29 Sep 2000 p.4  
Language: ENGLISH

Ten **leading** US producers of commercial tissue **products** including Wisconsin Tissue Mills Inc., Kimberley-Clark Corp., Cascades Industries and the former Fort Howard...

...18mn will be paid in cash and US\$ 38.2mn will be paid in coupons **redeemable** for tissue products over a three-year period.

12/3,K/29 (Item 3 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
(c) 2002 The Gale Group. All rts. reserv.

09342721  
Semi-open mutual funds to debut this month  
SOUTH KOREA: DEBUT OF SEMI-OPEN MUTUAL FUNDS  
The Korea Herald (XBF) 09 Aug 2000 Online  
Language: ENGLISH

... investment, stated South Korea's Financial Supervisory Service (FSS) on 8 August 2000. The new **products** allow part **redemption** of **shares** by investors after a given period. Under the new regulation, fund management firms will be permitted to accept fresh investment anytime into existing funds, while investors will be permitted to **redeem** 100% of their shares after 6 months and 50% after 3 months.

Search Report from Ginger R. DeMille

**12/3,K/30 (Item 4 from file: 583)**  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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09305790  
Simec, aun en proceso de restructuracion  
MEXICO: SIMEC REVIEW  
El Financiero (Mexico) (ANS) 12 Jun 2000 Online  
Language: SPANISH

... total debt of US\$ 165mn, entered into a refinancing process, issuing as many as 2mn **shares** as part of a stock **market** capitalization plan. Nowadays, Simec is able to **redeem** its debt with small amortizations until 2001, after which, the company could have serious financial...

**12/3,K/31 (Item 5 from file: 583)**  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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09264454  
Country Heights makes RM 400 mn cash call  
MALAYSIA: COUNTRY HEIGHTS ANNOUNCED CASH CALL  
The Star (XAT) 04 Apr 2000 Business p.1  
Language: ENGLISH

... shareholders. The funds raised will be used to provide additional working capital, and to repay **redeemable** bonds and bank borrowings. The **share** issue will increase **market** capitalisation of the company and the liquidity of the share, thus enabling the company to...

**12/3,K/32 (Item 6 from file: 583)**  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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09263325  
New insurance products to be introduced to China  
CHINA: AIA TO LAUNCH 2 NEW INSURANCE PRODUCTS  
China Daily (XKP) 30 Mar 2000 Online  
Language: ENGLISH

... April 2000 in China. The products will be introduced through its Shanghai (China) unit. These **products** will enable policyholders to **share** insurer's profits by offering dividends. Insurance products, participating endowment with dividend and endowment with **coupon** will be launched, as mainland Chinese is increasing their demand for a greater range of...

**12/3,K/33 (Item 7 from file: 583)**  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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09252042  
Taiho Tool To Float NT\$200 million Secured Bonds In April  
TAIWAN: TAIHO TOOL TO ISSUE SECURED BONDS  
The Taiwan Economic News (AMH) 13 Mar 2000 Online  
Language: ENGLISH

...which are to be matured in 5 years, will not be listed on the secondary

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**share market** eventhough the company is listed on the <over-the-counter> OTC market. The interest for the bonds will be paid once every year and the **coupon** rate of the bonds will be 5.6%. A local bank and Japan's Dai...

12/3,K/34 (Item 8 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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09249051  
Big splash for Foamburst  
UK: CUSSON'S ATTEMPTS TO BOOST FOAMBURST SALES  
Grocer (GR) 26 Feb 2000 p.50  
Language: ENGLISH

... a marketing support campaign. The marketing scheme includes a GBt 1.6mn poster campaign, a **coupon** door drop and sampling in major UK shopping centres. Foamburst, which was launched in April 1998, holds a 4% **share** of the shower product **market** . \*

12/3,K/35 (Item 9 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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09180020  
BBH:n omistusosuus Utenos Alusissa nousee 95%  
LITHUANIA: 95% OF UTENOS ALUS TO BBH  
Hartwall/Press Release (PRS) 21 Oct 1999 p.1  
Language: FINNISH

...BBH now owns 95% of the shares of the brewery and it is committed to **redeeming** the remaining shares. Utenos Alus is the **leading** brewery in Lithuania with a **market share** of 20%. BBH owns also 86% of the Kalnapilis brewery whose **market share** is 19%. BBH owns 100% of the Jungtinis Alaus Centras which is responsible for arranging...

12/3,K/36 (Item 10 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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09139301  
Bintang Melewar offers 3 options for investors  
MALAYSIA: THREE MORE OPTIONS FOR CLOB INVESTORS  
Business Times Malaysia (XAR) 03 Aug 1999 p.5  
Language: ENGLISH

... with a guaranteed payable in the event of permanent disability or death as well as **shares** at current **market** price. The total payout will be 130% higher than the initial investment value including 130...

...choice to sell their shares on the Kuala Lumpur Stock Exchange (KLSE) in Malaysia or **redeem** their shares beginning from the second year.

12/3,K/37 (Item 11 from file: 583)  
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09133962

News Corp to Boost coupon technology

US: NEWS CORP TAKES STAKE IN SMART CARDS

Wall Street Journal Europe (WSJ) 20 Jul 1999 p.5A

Language: ENGLISH

News Corp, already a **leading** player in the newspaper- **coupon market**, has taken a stake in two companies which should lead to discount coupons becoming available...

... 30% stake in SoftCard Systems, which holds the patent on the technology able to store **coupon** information on plastic smart cards. The other investment is a 22% stake in Planet U...

...Through its News America Marketing unit, News Corp controls ActMedia and FreeStanding Inserts, which operate **coupon** dispensers in store and also distribute newspaper coupons. However, it has been somewhat slow in pursuing an Internet strategy for the **coupon** business.

12/3,K/38 (Item 12 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)

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09063510

Plus Card takes swipe at Fly Buys

AUSTRALIA: ARG TO LAUNCH LOYALTY PROGRAM

The Australian Financial Review (AFR) 11 Feb 1999 p.31

Language: ENGLISH

... third quarter of 1999 in Australia. The move is aimed at undercutting Fly Buy's **market share** of middle- and low-income consumers. Fly Buy is the largest loyalty program with 4...

... program, one reward point will be given for every AU\$ 20 spent, with 31 points **redeemable** as a AU\$ 10 discount at participating retailers which is a 1.65% discount effectively...

12/3,K/39 (Item 13 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)

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09061668

EU withholding tax 'would bring stampede'

EU: ABBEY NATIONAL'S WITHHOLDING TAX MOVE

Daily Telegraph (DT) 18 Feb 1999 p. 33

Language: ENGLISH

... become a reality, Abbey National intended to act quickly to repay debt at below existing **market** prices. The **leading** eurobond issuing business in the UK believes that the tax would create massive problems by setting off early- **redemption** clauses safeguarding unpaid eurobond debt totalling GBt 12bn. London Investment Bankers' Association research states that...

... 100bn, resulting in GBt 8bn at least being withheld from investors. Abbey National claimed that **redeeming** eurobonds represented the only option to deal with the planned tax.

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**12/3,K/40 (Item 14 from file: 583)**  
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09051849

Battle of the bread kings

SINGAPORE: KEEN COMPETITION BETWEEN BREAD-MAKERS  
The Straits Times (XBB) 29 Jan 1999 P.61  
Language: ENGLISH

... fanfare, introduces a new enriched white bread and offers 60,000 free loaves with newspaper **coupon**. The new bread is priced at S\$ 1.40, 15 cents cheaper than Gardenia's...

...While Gardenia boasts of a turnover of over S\$ 50 mn a year and a **market share** of 65-70%, Bonjour claims it has a turnover of S\$ 1 mn a month and a **market share** of 15%.

**12/3,K/41 (Item 15 from file: 583)**  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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09036839

3 pcs networks offer \$0 handset price

HONG KONG: PCS OPERATORS' FREE HANDSET PLANS  
Sing Tao Daily (XKL) 25 Dec 1998 p.b2  
Language: CHINESE

... 20 months as payment for monthly charges. Customers will be given a HK\$ 500 cash **coupon** which is used to deduct monthly charge in the first five months. If customers choose...

...usage plans (300 to 400-minute talk time). The company hopes to maintain 6-8% **market share**.

**12/3,K/42 (Item 16 from file: 583)**  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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09036640

\$67m buyout secures Infratil control

NEW ZEALAND: INFRATIL TO BUY OUT PARTNERS  
New Zealand Herald (XAV) 23 Dec 1998 p.C1  
Language: ENGLISH

... one Infratil ordinary share at the issue price of 140 cents. The notes will be **redeemed** for cash or converted to ordinary **shares** at 95% of **market** price at Infratil's option. Alliance Life Common Fund currently has a 40% stake in...

**12/3,K/43 (Item 17 from file: 583)**  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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09030495

Bankers and Brussels at odds over impact on London  
UK: BOND MARKET IN JEOPARDY?

Search Report from Ginger R. DeMille

Financial Times (FT) 09 Dec 1998 p.4  
Language: ENGLISH

... push the cost of managing offerings in the EU up considerably with London as the **leading market** likely to suffer. Countries likely to benefit as a result would be Switzerland and the...

... drive investors further offshore. Although the advent of the tax change would enable borrowers to **redeem** bonds this seems unlikely as they are currently trading high. Around 10% of the estimated...

12/3,K/44 (Item 18 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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09021658  
Profits leap at building society  
UK: NATIONWIDE ATTRACTS MORE SAVINGS BUSINESS  
Independent (TI) 24 Nov 1998 p.20  
Language: ENGLISH

... in savings where balances grew 8.6% and reserves reached GBt 2.8bn. However, its **share** of the mortgage **market** fell back to 11.6% from 11.9% as borrowers **redeemed** their loans.

12/3,K/45 (Item 19 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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09020919  
Government to sell more NTT shares  
JAPAN: 1 MN NTT SHARES TO BE SOLD BY STATE  
The Japan Times (XAO) 20 Nov 1998 p.7  
Language: ENGLISH

... mid December 1998. Profits made from the sale will be used by the government to **redeem** its bonds. The government will check with institutional investors regarding **market** demand for the **shares** on 1 December 1998 to determine the number of shares to be sold and the...

12/3,K/46 (Item 20 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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06680904  
small firms offered barter system  
HONG KONG: BARTECARD TRADING PROGRAM FOR SME  
The HongKong Standard (XKR) 03 Sep 1998 p.b2  
Language: ENGLISH

... credit unit called trade dollar is used to settle product and service transactions. Members with **outstanding** credit units can **redeem** for **products** and services from other members. As result of this, they can increase cashflow. It has...

12/3,K/47 (Item 21 from file: 583)

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DIALOG(R)File 583:Gale Group Globalbase(TM)  
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06679807

Osavuosikatsaus 1.1.-30.6.1998

FINLAND: INTERIM RESULT OF POHJOLA 1-6/1998

Pohjola Group Insurance Corporation/Pressrelease (PRS) 28 Aug 1998  
p.1-16

Language: FINNISH

... life assurance has been favourable. Claims paid amounted to FIM 216mn. The sales of capital **redemption** policies increased and there was growing interest in unit-linked insurance. According to the Pohjola...

... s good result was due to successful investments, sales profits from investment operations and favourable **market** environment. Pohjola's **market share** has increased slightly. Pohjola expects the development of non-life insurance business to remain similar...

12/3,K/48 (Item 22 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)  
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06661608

Price war slims mortgage 'spread'

UK: NATIONWIDE VOTE AFFECTS MORTGAGE RATES

Independent (TI) 27 Jul 1998 p.17

Language: ENGLISH

... building societies will be encouraged to limit their own mortgage interest rates to maintain their **market share**. The standard rate currently offered by banks is 8.95%, while Nationwide offers 0.85...

... new borrowers by offering low-cost rates over an initial period but linked to tough **redemption** clauses could soon be attacked by the new Financial Regulation Bill.

12/3,K/49 (Item 23 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)  
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06634001

Casino automatise le traitement des bons de rZduction

FRANCE: CASINO SCANS REDUCTION COUPONS

LSA (LSA) 21 May 1998 p.76

Language: FRENCH

Two Casino stores have adopted Scancoupon's reduction **coupon** management technique, eliminating manually processing coupons by using an EAN 13 bar code which replaces...

... by checkout stand scanners. This way the cashier no longer wastes time looking at the **coupon**'s validity date and entering its code. This system also makes it possible to compile...

... can be consulted by the companies issuing the reduction coupons - they can find out the **redemption** dates, and **redemption** by regions and by stores. The system also makes it possible to reimburse stores by...

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...with ten retail chains by the end of 1998, and to quickly gain a 30% **share** of the **coupon market**.

12/3,K/50 (Item 24 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)

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06609767

LVMH Zmet 800 millions de francs d'obligations indexZes 2005

FRANCE: LVMH FLOATS BONDS

La Cote DesfossZs (XOT) 2 Apr 1998 p.V

Language: FRENCH

...LVMH has floated a FFr 800mn in bonds, which are indexed to the price of **shares** on the Paris stock **market**, on the international market. These bonds are to mature on 17 May 2005, but LVMH may make an early **redemption** on 15 April 2002 or on 14 May 2002. The amount of the bond issue...

12/3,K/51 (Item 25 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)

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06599035

ORHDC to enter capital market

INDIA: ORISSA TO RAISE RS5 CRORE IN CAPITAL MART

Economic Times (YZY) 9 Mar 1998 p.12

Language: ENGLISH

... Development Corporation (ORHDC) of India plans to raise RS 5 crore by issuing non-convertible **redeemable** preference **shares** in the capital **market**. Proceeds from the private placement will be used to expand the company's lending activities...

12/3,K/52 (Item 26 from file: 583)

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06500295

Ann Joo seeks RM 546 mn to set up mini steel mill

MALAYSIA: MINI STEEL MILL FOR ANN JOO

The Star (XAT) 29 Jul 1997 Business P. 1

Language: ENGLISH

...mn five-year bond issue that has 91.3 mn detachable warrants with a 2% **coupon** rate, a rights issue consisting of 91.13 mn new shares on a basis of...

...bonus issue amounting to 30.378 mn new shares is for one for every five **shares**. The company that manufacturers steel **products** will also have an employee **share** option scheme. RM 16.2 mn out of this fund raising exercise will go into...

12/3,K/53 (Item 27 from file: 583)

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06494863

Long-term credit banks lower rate

JAPAN: THREE CREDIT BANKS CUT PRIME LENDING RATE

The Japan Times (XAO) 10 Jul 1997 P.9

Language: ENGLISH

...customarily set its long-term prime rate 0.9 of a percentage point above the **coupon** of its benchmark five-year interest-bearing debentures. It will adjust the prime rate when an interest differential of over 0.2 of a percentage point emerges between the **coupon** and the yield on outstanding debentures. It cuts the prime rate after the **market** yield on the **outstanding** 2.2% **coupon** debentures has dropped to 1.8% to create a difference of 0.4 of a...

12/3,K/54 (Item 28 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)

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06492570

Cards a new twist on consumer rewards

AUSTRALIA: LOYALTY CREDIT CARD PROGRAMMES

The Australian Financial Review (AFR) 04 Jul 1997 P.54

Language: ENGLISH

... will launch its loyalty programme, True Awards, in Australia, that allows its credit cardholders to **redeem** loyalty points across all CBA **products**, ranging from **share** brokerage to credit card fees while also valid for **redemptions** with firms like Qantas, David Jones and Ampol. The Olympic card by Sydney Olympics sponsors...

12/3,K/55 (Item 29 from file: 583)

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06489836

Smartcards place premium on instant rewards

AUSTRALIA: CARD PROGRAMS FLOODING THE MARKET

The Australian Financial Review (AFR) 26 Jun 1997 P.1

Language: ENGLISH

...card market of Australia is expected to intensify as market players will battle for more **market shares** with the launch of new card programs. An additional feature of the new programs is that they will enable consumers to **redeem** their points for special offers and discounts immediately with the help of smartcard technology.

12/3,K/56 (Item 30 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)

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06449809

Life insurance firms suffer from fund redemptions

ISRAEL: LIFE INSURERS RALLY TO RETAIN BUSINESS

Jerusalem Post (JP) 25 Mar 1997 p.8

Language: ENGLISH

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...life insurance policies, in an effort to stem the rising number of early life policy **redemptions**. Migdal, the nation's largest insurer with a 33% **market share**, claims that policyholders are switching to short-term savings policies which are offering higher interest rates. In 1996, Migdal reported NS 560mn of early **redemptions** compared to NS.405mn in 1995.

12/3,K/57 (Item 31 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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06414799  
Mutual funds lose 16% in '96  
ISRAEL: 16% FALL IN MUTUAL FUNDS IN 1996  
Jerusalem Post (JP) 07 Jan 1997 p.8  
Language: ENGLISH

Due partly to many **redemptions** in the first half of 1996 reaching 4.1bn for the year as a whole...

... good yields of the funds' and investment in funds engaging in the less secure Karam **share market**.

12/3,K/58 (Item 32 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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06392711  
IVO nosti omistuksensa LUnsivoimassa 45 prosenttiin  
FINLAND: IVO BOOSTS STAKE IN LANSIVOIMA  
Helsingin Sanomat (XFB) 14 Nov 1996 p.C5  
Language: FINNISH

... the stocks. IVO wanted to buy more LUnsivoima stocks, as it aims at raising its **market share** in electricity distribution. According to the articles of association of LUnsivoima, a company with a holding in excess of one third in LUnsivoima is obliged to **redeem** the remaining shares. According to IVO, it will make a bid soon. During 1996, IVO...

12/3,K/59 (Item 33 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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06363058  
Mercedes Benz preve obtener beneficios este ano  
SPAIN: MERCEDES TO SEE BLACK NUMBERS IN 1996  
La Gaceta de los Negocios (ZDA) 10 Sep 1996 p.17  
Language: SPANISH

... with the same period a year-earlier. On the other hand, and following the high **redemption** rate of its last two investments in Vitoria and Barcelona (Pta 65,000mn), 1996 profits...

... in Spain from October 16th 1996, through which Mercedes aims to reach a 20% domestic **market share**. At the same time, the German firm has created a new company, called CharterWay, specialized...

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**12/3,K/60 (Item 34 from file: 583)**  
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06347419  
US fears bring 20% slump in unit-trust sales  
EUROPE: JUNE 1996 UNIT TRUST SALES HIT HIGH  
Money Marketing (MOM) 01 Aug 1996 p.2  
Language: ENGLISH

... than in May. Although the value of sales fell to GBt 151mn, the IFAs increased **market share** by 4% to 36%, while direct sellers sold 52%, or GBt 222mn of net retail sales for June. Record **redemptions** of US unit trusts were also recorded for this month, valued at GBt 115mn and...

**12/3,K/61 (Item 35 from file: 583)**  
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06340611  
TOMRA MARKEDSLEDER OGSA I USA  
NORWAY: IMPROVED 6-MONTH RESULT FOR TOMRA  
Dagens Naeringsliv (DN) 13 July 1996 p. 30  
Language: NORWEGIAN

... improvement might partly be explained through the acquisition of the American distributors BICS and Mobile **Redemption**. Tomra MD Erik Thorsen plans for an expansion on the US market. So far this...

... contracts for 2000 automated "bottle bank" machines. Erik Thorsen estimates that Tomra will reach a **market share** of 70 percent on the US market before the end of this year. Tomra has...

**12/3,K/62 (Item 36 from file: 583)**  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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06324504  
Loyalty comes at big price  
UK: COST OF SAINSBURY LOYALTY CARD REVEALED  
Guardian (GN) 14 Jun 1996 p.19  
Language: ENGLISH

... The group is to introduce the customer benefit card, which allows the collection of 'points' **redeemable** across the Sainsbury group, on 17 June 1996. One point is awarded for every GBt...

...follows a 1995 fall in underlying sales of 2% and is a bid to challenge **market share** gained through similar schemes by rivals.

**12/3,K/63 (Item 37 from file: 583)**  
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06300741  
Gervais fond sur la presse magazine avec son jeu de rZvZlation MystY\  
FRANCE: MYSTERE ICE CREAM SALES IN SUPERMARKETS



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CB News (YZN) 22 Apr 1996 p.10  
Language: FRENCH

... insert in the March 1996 issue of five popular magazines. The insert contained a reduction **coupon** worth FFfr 5 to FFfr 20, and bar codes to compare with those on products...

... ranks behind Motta and Miko on the speciality segment. In addition to increasing the product **market share**, GMS aimed to recruit new MystYre customers, without touching the packaging and without any POS...

**12/3,K/64 (Item 38 from file: 583)**  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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06299703  
Spaghetti House launches free for life promotion  
HONG KONG: SPAGHETTI HOUSE'S NEW PROMOTION  
HK Economic Times (XKH) 23 Apr 1996 p.A16  
Language: CHINESE

... yesterday to May 26, 1996. The restaurant will offer two customers a "free-for-life" **coupon** through a lucky draw. The company expects a 2% growth on its turnover from this promotion. The company currently holds 3% of the fast food **market shares** in Hong Kong. \*...

**12/3,K/65 (Item 39 from file: 583)**  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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06287942  
Henkel abrillanta su cuenta de resultados  
SPAIN: HOW HENKEL STAYS PROFITABLE  
Dinero (ZDB) 1 Apr 1996 p.47  
Language: SPANISH

... compensate for the cuts in advertising. Examples are that Diadermine cream and Poly Kur shampoo **products** sold through **leading** department store chain El Corte Ingles include either a free ticket to the film Sense and Sensibility or a Pta 500 discount **coupon** for a pair of Marie Claire stockings. The company has similar promotions going on with...

... of Industrias Nural, a manufacturer of industrial adhesives and glue sticks which has a 10% **share** of the Spanish **market**. Total turnover in the industrial adhesives market in Spain in 1995 was Pta 19,000mn...

**12/3,K/66 (Item 40 from file: 583)**  
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06283317  
IVO osti vUhemmist6n LUnsivoimasta 270 miljoonalla  
FINLAND: IVO ACQUIRES STAKE IN LANSIVOIMA  
Helsingin Sanomat (XFB) 15 Mar 1996 p. B9  
Language: FINNISH

... a key role in future acquisitions as well. IVO aims at achieving a

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20-30% **share** of the Finnish electricity distribution **market** in Finland. It is not interested in taking over all of LUnsiVoima, however and has...

...plans to increase its holding in the company. This is in part due to the **redemption** rights of the existing stockholders. Kaj HUGglund, head of the Finnish subsidiary of Vattenfall, says...

12/3,K/67 (Item 41 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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06225459

Mutual fund assets fall 4.5% in October to NIS 15.84b

ISRAEL: FALL IN ASSETS FOR MUTUAL FUNDS  
Jerusalem Post (JP) 07 Nov 1995 p.8  
Language: ENGLISH

... in Israeli interest rates was the main reason for the increase in Israeli mutual fund **redemptions** to NIS 392mn in October, according to the investment firm Meitav, while the total value off assets in such funds slipped from NIS 16.48bn to NIS 15.84bn. **Market share** was only slightly down - from 33.1% to 33% - for Bank Leumi funds, while there...

12/3,K/68 (Item 42 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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06204162

KLK to acquire 2 firms from Glenealy  
MALAYSIA: RM 12.37 MN ACQUISITION BY KLK  
Business Times Malaysia (XAR) 21 Sep 1995 P.6  
Language: ENGLISH

... KL-Kepong Plantation Holding Plantations Sdn Bhd, will acquire the two firms. Furthermore a 10% **share** of Masif Healthcare **Products** Sdn Bhd representing 2.20 mn ordinary shares and 150,000 of **redeemable** preference shares will be acquired. It will be managed by KL-Kepong Industrial Holdings Sdn...

12/3,K/69 (Item 43 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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06191956

Cagamas announces RM287m bond issue  
MALAYSIA: CAGAMAS IN RM 287 MN BOND ISSUE  
Business Times Malaysia (XAR) 18 Aug 1995 P.15  
Language: ENGLISH

...Bonds. The issue of the bonds would bring the total of Cagamas Bonds and Notes **outstanding** in the **market** to RM 10,187 mn. Cagamas will use the proceeds from the bond issue to...

... Government, financial institutions and other corporations. The bonds carry a three-year tenure. It is **redeemable** at nominal value upon maturity.

12/3,K/70 (Item 44 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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06172428  
Morgan Stanley to offer UK Perq  
UK: MORGAN STANLEY IN PERQS TRIAL  
Financial Times (FT) 03 July 1995 p.18  
Language: ENGLISH

...Stanley, has linked up with UK stockbroker Cazenove, to trial the launch of preferred equity **redeemable** quarterly-pay shares (Perqs) in the UK, after successful development in the US. The three-year offering will cost GB# 50mn. Perqs offer a much higher yield than holding **shares**, and the US **market** for Perqs is thought to be some US\$ 10bn/yr. The trial will be linked...

12/3,K/71 (Item 45 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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06163063  
Total assets of mutual funds decrease 0.3% last month  
ISRAEL: BANK LEUMI HEADS MUTUAL FUND MARKET  
Jerusalem Post (JP) 08 Jun 1995 p.8  
Language: ENGLISH

Bank Leumi holds a 34% **share** of the Israeli mutual fund **market** in the month ending May 1995, followed by Bank Hapoalim with 29.7%. The news comes as Israel's Meitav Consultancy announces that due to a rise in **redemptions** to NS 380mn Israeli mutual funds' assets dropped 0.3% to NS 16.37bn in...

... month earlier. Reduced exposure to the capital market by investors has caused the rise in **redemptions**.

12/3,K/72 (Item 46 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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06137189  
Budget products help multiples fight back  
UK: MULTIPLES FIGHT BACK AGAINST DISCOUNT STORES  
Grocer (GR) 01 Apr 1995 p.6  
Language: ENGLISH

... Save 6.2% and Safeway 8.4%. Asda had another impressive year and increased its **share** of the **market** by 0.4% to 10.1%, helped by own label and budget lines. Nielsen found that not only were own label and budget lines showing strong growth but **coupon** distribution was also growing.

12/3,K/73 (Item 47 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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06136564  
Levi's to spend B150m to stamp out local copycats

Search Report from Ginger R. DeMille

THAILAND: LEVI'S TO CRACK DOWN ON IMITATIONS  
Bangkok Post (XBN) 31 Mar 1995 P.21 Business Post  
Language: ENGLISH

... per annum, with half of the volume are fakes. For this particular reason, Levi's **market share** of 70% has been reduced to 35%. Despite this phenomena, its jeans still dominate the local jeans market and it has about 30-40% **share market** valued at B 5 bn. Copied Levi's jeans are sold at B 400-800...

...s products will get a Kodak fun Camera for free and a B 20 discount **coupon** to be used at Kodak express outlets. At present, Levi's has a factory in...

12/3,K/74 (Item 48 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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06117461  
La promo a deux, c'est mieux  
FRANCE: ADVANTAGES OF CROSS-COUPONNING  
LSA (LSA) 2 Feb 1995 p.132  
Language: FRENCH

... between them. Woolite's cans of liquid detergent for washing machines, for example, contain a **coupon** for FFr 500 off of a Bosch washing machine with a special delicate wash cycle, while Woolite hand wash products contain a money-off **coupon** for the purchase of a Trois Suisses delicate item of clothing. Nivea has joined forces...

... buyers of sun products for the purchase of a Kodak Fun Mini disposable camera; both **brands share** the reimbursement cost. Seb followed the launch of Toast'up, Herta's new ready meal...

12/3,K/75 (Item 49 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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06077809  
Nat Power to buy back sell-off shares  
UK: FIRST HALF PROFITS FALL AT NATIONAL POWER  
Guardian (GN) 18 Nov 1994 p.19  
Language: ENGLISH

Despite losing a one per cent **share** in its **market** the UK power generator, National Power, announced a rise in underlying profits. Overall profits fell, however, mainly due to a GBP 30mn premium paid on **redemption** of government debt. Table: National Power Figures in GBP mn . Current Change Turnover 1.67...

12/3,K/76 (Item 50 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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06016298  
All gets nod on \$172.5 M convertibles  
PHILIPPINES: ALI FLOATS CONVERTIBLES

Search Report from Ginger R. DeMille

Manila Bulletin (XAZ) 27 Jun 1994 P.B1  
Language: ENGLISH

...Interest rates are placed 2% - 5%. The yield is payable yearly until its conversion or **redemption**. ALI has the option to **redeem** the face value of the note plus accrued interest depending on the following: - after 3 years, average **market** price of **shares** would be at least 140% of conversion price for 30 trading days to publication of notice of **redemption**; or - certain changes in the issuer tax liability associated with payment of interest on notes...

12/3,K/77 (Item 51 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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05925122  
Westpac to buy its own shares  
AUSTRALIA: WESTPAC TO BUY SHARES  
The Australian (XAA) 05 Jan 1994 P.23  
Language: ENGLISH

...out of, or as part of, the remuneration of staff member will be invested in **redeemable** shares in a new company, Westpac Employee Share Ltd. Westpac Employee Share will initially buy Westpac **shares** on the stock **market**. The scheme will not involve new shares so shareholdings will not be diluted. The daily...

12/3,K/78 (Item 52 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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05902786  
Hozelock valuation GBP60m with pricing at 250p  
UK: HOZELOCK SETS FLOTATION PRICE  
Financial Times (FT) 11 Nov 1993 p.22  
Language: ENGLISH

The garden equipment manufacturer Hozelock has set its flotation price at 250 pence per **share**, giving it a **market** capitalisation of GBP 59.5mn. A capitalisation of only GBP 50mn had been expected when...

... the total to go towards repaying shareholder and bank loans, GBP 5.4mn to be **redeem** existing preference shares and the remainder to be added to working capital.

12/3,K/79 (Item 53 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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05852134  
RPC flotation to raise Pounds 30m and give Pounds 75m value  
UK - RPC ISSUES PROSPECTUS FOR FLOTATION  
Financial Times (C) 1993 (FT) 6 May 1993 p23

... 20% from practically zero, as it will use more than the GBP 30mn raised to **redeem** preference shares and buy back shares from existing investors. RPC is the second largest UK rigid packaging manufacturer with a **market**

Search Report from Ginger R. DeMille

**share** of some 10%. Food containers account for 44% of its turnover, with surface coatings packaging...

12/3,K/80 (Item 54 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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05462549  
Cokoladovny plni podminky fuze  
CZECHOSLOVAKIA - COKOLADOVNY TO LAUNCH LICENSED PRODUCTS  
Mlada fronta Dnes (MFD) 25 November 1992 p14

... launch the first products Nestle and Lu in 1993. The company has an 80% local **market share**, which is to drop to 40% gradually. It has 8,800 employees in 15 plants...

... 12% stake, Prvni investicni (Czechoslovakia) 2.5% and the rest will be privatised by the **coupon** method. The company is meeting the demands of the Czech Ministry for Economic Competition, which...

12/3,K/81 (Item 55 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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05450455  
Privatizace telekomunikaci a jejich rozvoj  
CZECHOSLOVAKIA - SPT FORESEES INVESTMENT IN TELECOMS  
Ekonomicke Zpravodajstvi (EY) 18 November 1992 p7-8

...project plans to leave a 51% stake state-owned, privatise a 45% stake by the **coupon** method, reserve 3% for restitutions and 1% for foundation purposes. The privatised company should not sell stakes to foreign investors before it issues new **shares**. This will set SPT **market** value, which is sure to be higher than current Koruna23 bil accounting value. SPT expects...

12/3,K/82 (Item 56 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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05444169  
KWV Taster Pack - back by demand  
UK - EDWARD CAVENDISH RELAUNCHES KWV TASTER PACK  
Harpers Wine & Spirit Gazette (HWS) 23 October 1992 p4  
ISSN: 0017-7903

...cl bottle of KWV Chenin Blanc and 1 x 25 cl Roederberg, which are the **leading brands** of Cape Wines. The pack represents the equivalent of a full bottle of KWV wine...

... the usual price. Also included in each taster pack is a free GBP0.50 voucher, **redeemable** against the cost of a 75 cl bottle of KWV wine. The first KWV Taster...

12/3,K/83 (Item 57 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)

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05274482

BUYERS' GUIDE: Herefordshire cider/

UK - SYMONDS OFFERS 50P CUT ON 1727 PREMIUM CIDER

Morning Advertiser (MA) 22 August 1992 p6

...offering a 50p cut on the price of its 1727 premium cider. The offer is **redeemable** at the till and applies to a four pack of 375 ml cans. Premium brands...

... for 15% of the whole cider market, according to Mark Doorbar, marketing director, and the **market share** is set to rise.

12/3,K/84 (Item 58 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)

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05250595

Luglio amaro per i gestori

ITALY - UNIT TRUSTS REPORT NET OUTFLOW IN JULY 1992

Sole 24 Ore (ISO) 6 August 1992 p20-21

Language: Italian

... outflow of 794 bil in July 1992 with new subscriptions totalling L2.11 tril and **redemptions** L2.9 tril. Article continues by examining in detail the July 1992 results of the...

... types of unit trusts. Source includes data on Italy's unit trusts' July 1992 yields, **market shares**, portfolio composition and end-July 1992 performance in chart and table form.\*\*...

12/3,K/85 (Item 59 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)

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05184624

HP targets a million homes

UK - HP LAUNCHES COUPONS CAMPAIGN

Marketing (MG) 2 July 1992 p4

ISSN: 0025-3634

... targeting 1 million homes with money-off coupons during summer 1992, promoting its bottled sauces **market leading** brand HP. According to HP, there are 22 different categories of sauce user and they will receive separate **coupon** offers depending on what they buy. The information has been obtained from consumers responding to...

12/3,K/86 (Item 60 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)

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05178220

In rosso la raccolta di giugno

ITALY - UNIT TRUSTS REPORT NET OUTFLOW

Sole 24 Ore (ISO) 3 June 1992 p25-26

Language: Italian

Search Report from Ginger R. DeMille

... bil in June 1992. Unit trusts report June 1992 subscriptions of L2.09 tril vs **redemptions** of L21.09 tril. In June 1992, international equity trusts were the only trusts to...

... various types of unit trusts and their percentage advance. Source includes detailed data on yields, **market shares**, portfolio composition and end-June 1992 data on Italy's unit trusts in chart and...

12/3,K/87 (Item 61 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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05100204  
Coventry Building Society in Pibs issue  
UK - COVENTRY BUILDING SOCIETY IN PIBS ISSUE  
Financial Times (C) 1992 (FT) 29 May 1992 p28

...issue, lead managed by Kleinwort Benson, was the eighth by a UK building society. The **market** now amounts to Pounds 460m **outstanding**, but remains only a fraction its potential size. If the top 20 building societies were ...

...could reach Pounds 4.4bn. The Coventry paper carries a 12 1/8 per cent **coupon** and was re-offered to investors at a fixed price of 100.749. At this...

12/3,K/88 (Item 62 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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05078026  
Marcia indietro sul tesoro  
ITALY - UNIT TRUSTS SEE CONTINUED GROWTH IN APRIL 1992  
Sole 24 Ore (ISO) 7 May 1992 p30-31  
Language: Italian

...in April 1992, down vs March 1992'2 net inflow of L1.24 tril, with **redemptions** steady vs previous month at L1.86 tril and new sales of L2.75 tril...

... the various types of unit trusts and their percentage advance. Source includes data on yields, **market shares**, portfolio composition, and end-April 1992 data on Italy's unit trusts in table and...

12/3,K/89 (Item 63 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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04946255  
COLLECTORS' ITEMS  
UK - CIGARETTE MARKET DOWN NEARLY 10% SINCE 1982  
Super Marketing (SMG) 6 March 1992 p28,30  
ISSN: 0039-5811

... market researcher Mintel. Cigarette manufacturers are now using collection schemes as a tool towards gaining **market share** with 10 gift



Search Report from Ginger R. DeMille

certificates available in a pack of 20 and four in a pack...

... by 40% since the launch of the Focus Points scheme which now has around 25k **redemptions** /week. Similar success is hoped for Regal and Regal Mild, the low-tar cigarette, added...

**12/3,K/90 (Item 64 from file: 583)**  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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04936482

In crescita a febbraio

ITALY - UNIT TRUSTS CONTINUE STRONG GROWTH IN FEBRUARY 1992  
Sole 24 Ore (ISO) 5 March 1992 p22-23  
Language: Italian

...tril for fixed-rate trusts. In February 1992, new subscriptions totalled L2.99 tril and **redemptions** L1.64 tril, lifting February 1992 net assets 2.4% vs previous month to L59...

... the various types of unit trusts and their percentage advance. Source includes data on yields, **market shares**, portfolio composition, and end February 1992 data on Italy's unit trusts in table and...

**12/3,K/91 (Item 65 from file: 583)**  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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04876508

Parte al galoppo il '92 dei gestori

ITALY - STRONG JANUARY 1992 GROWTH FOR UNIT TRUSTS  
Sole 24 Ore (ISO) 6 February 1992 p30-31  
Language: Italian

... highest monthly net income since April 1987, with new subscriptions of L2.44 tril and **redemptions** of L1.55 tril to take January 1992 net assets to L58.1 tril vs...

... the various types of unit trusts and their percentage advance. Source includes data on yields, **market shares**, portfolio composition, and end January 1992 data on Italy's unit trusts in table and...

**12/3,K/92 (Item 66 from file: 583)**  
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04694420

xxx

UK - SINTROM TO BE BOUGHT BY EIT GROUP FOR GBP1.7 MIL  
Computergram International (CGI) 13 December 1991 p1  
ISSN: 0268-716X

... Reading-based Sintrom - annual turnover GBP28.6 mil - in a bid worth 17 pence a **share**, against a price in the **market** of 14 pence before the announcement, valuing the networking systems and peripherals company at GBP1...

Search Report from Ginger R. DeMille

... also raising GBP2.3 mil via a placing of new shares and of 12% convertible **redeemable** unsecured loan stock. The company already owns Intercom MS, a telecommunications software company whose key...

**12/3,K/93 (Item 67 from file: 583)**  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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04562407  
Un settembre avaro di raccolta  
ITALY - BLEAK SEPTEMBER FOR UNIT TRUSTS  
Sole 24 Ore (ISO) 4 October 1991 p30-31  
Language: Italian

... unit trusts saw a bleak September 1991 with new deposits of L1.43 tril and **redemptions** of L1.4 tril, to give net growth of L24 bil, the worst result to...

... performance of Italy's unit trusts and includes data on yields, unit trust management company **market shares**, portfolio composition and comparison of the performances of the different types of funds in chart...

**12/3,K/94 (Item 68 from file: 583)**  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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04548254  
Bradford & Bingley in PIBS issue  
UK - BRADFORD & BINGLEY LAUNCHES NEW PIBS ISSUE  
Financial Times (C) 1991 (FT) 1 October 1991 p35

...interest bearing shares (PIBS). The GBP60m issue comes four months after Leeds Permanent opened the **market** for the new type of **shares** with a GBP75m issue. Both issues count as Tier I or core capital under rules laid down by the Building Societies Commission. Yesterday's issue carries a 13 per cent **coupon** and was priced to yield 360 basis points more than the government's 9 per...

**12/3,K/95 (Item 69 from file: 583)**  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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04438690  
UNIT TRUSTS REPORT JULY 1991 PROGRESS  
ITALY - UNIT TRUSTS REPORT JULY 1991 PROGRESS  
Sole 24 Ore (ISO) 6 August 1991 p20-21  
Language: Italian

...July 1991 new subscriptions of L2.23 tril, up 1.3% vs June 1991, and **redemptions** of L1.53 tril giving a net positive balance of L702 bil, to take total...

... sources, investments in Italian shares, acquisition shares and yields for the different types of funds, **market shares** for the unit trust companies, portfolio composition and data on Italian funds to end-July...

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12/3,K/96 (Item 70 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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04392441

Vita, la crescita rallenta il passo

ITALY - LIFE INSURANCE SECTOR SEES GROWTH IN 1990

Sole 24 Ore (ISO) 13 July 1991 p30

Language: Italian

... L8.53 tril, excluding single payment policies. Source continues to examine in detail asset growth, **market shares**, investment portfolios and yields for Italy's life insurance sector. Source also includes data on ...

... the segregated funds' assets, the leading 60 life insurance funds with asset composition, yield and **redemption** percentages and the assets of the segregated funds of life insurance companies in table form. \*\*...

12/3,K/97 (Item 71 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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04384545

TEXAS INSTRUMENTS IN SHARE ISSUE

US - TEXAS INSTRUMENTS IN SHARE ISSUE

Computergram International (CGI) 11 July 1991 p1

ISSN: 0268-716X

... is offering to swap USD1r370.8 mil of new auction-rate preferred stock for its **outstanding market** auction preferred series A, B and D and its convertible money market cumulative preferred Series C-1 and C-2. The new issue will carry a higher potential **coupon**, but swapping the Cs will eliminate some of the company's convertibles. The **coupon** is a maximum of 200% of the ruling interest rate on commercial paper rated AA...

12/3,K/98 (Item 72 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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04324024

RATNERS ISSUE MAY RAISE UP TO USD1R100M

UK - RATNERS ISSUE MAY RAISE UP TO USD1R100M

Financial Times (C) 1991 (FT) 11 June 1991 p21

... USD1r100m (GBP62.5m) before expenses, by issuing in the US up to 1,000 auction **market** preferred **shares** via a private placement to a number of investors, at a price of USD1r100,000...

... offered to Ratners shareholders, will be issued in bearer form and will have no fixed **redemption** date. They may be **redeemed** at the option of the company at various times. The shares will have only limited voting rights. The new auction **market** preference **shares** (AMPS) are expected to have a dividend rate of between 5 1/4 per cent and 5 3/8 per cent. Since they have no **redemption** date, they are considered by issuers as equity rather than debt. Ratner's existing AMPS...

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12/3,K/99 (Item 73 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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04272740

IBCA CRITICISES QUALITY OF FINANCIAL DISCLOSURE  
UK - IBCA CRITICISES QUALITY OF FINANCIAL DISCLOSURE  
Financial Times (C) 1991 (FT) 16 May 1991 p39

... has criticised the quality of financial disclosure by many UK companies which have issued auction **market** preferred **shares** (Amps) in the US **market**. A report by IBCA said the decision by Rank Organisation the UK leisure and entertainments...

... a high premium to face value. Some companies, do not disclose the full cost of **redeeming** the issue but only the low nominal value of the outstanding Amps. IBCA notes the...

12/3,K/100 (Item 74 from file: 583)  
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04214792

POPE & TALBOT WITHDRAWS INCONTINENCE PRODUCT  
US - POPE & TALBOT WITHDRAWS INCONTINENCE PRODUCT  
Nonwovens Markets (NM) 12 April 1991 p2

...launched in test markets in Portland, Maine in March 1990 accompanied by TV, print and **coupon** ad campaigns, and had gained some **market share**.\*

12/3,K/101 (Item 75 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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04088184

DEUTSCHE BANK AND SWISS BANK RAISE SOME GBP180 MIL  
UK - DEUTSCHE BANK AND SWISS BANK RAISE SOME GBP180 MIL  
Financial Times (C) 1991 (FT) 13 February 1991 p27

Swiss Bank and Deutsche Bank raised some GBP180 mil from zero **coupon** bond issues on 12th February 1991. Deutsche Bank's deal was launched early and was...

... 10-year maturity but was priced five basis points higher. There were 12 sterling zero- **coupon** issues **outstanding** in the international bond **market** before the new deals.

12/3,K/102 (Item 76 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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03906382

FLEMING CHARTERHOUSE LAUNCHES DEBENTURE ISSUE  
UK - FLEMING CHARTERHOUSE LAUNCHES DEBENTURE ISSUE  
Financial Times (C) 1991 (FT) 19 December 1990 p22

Fleming Charterhouse, investment trust, has launched a GBP5 mil debenture

Search Report from Ginger R. DeMille

issue, which has an 11% **coupon**, repayable in 2008. Investment trusts increase assets/ **share** more rapidly when the stock **market** is rising.\*

12/3,K/103 (Item 77 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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03876561  
WELLS FARGO TO REDEEM MAJOR PREFERRED ISSUE  
US - WELLS FARGO TO REDEEM MAJOR PREFERRED ISSUE  
Wall Street Journal Europe (WSJ) 3 December 1990 p20

Wells Fargo, major US banking company, is to **redeem** all its **outstanding Market** Auction Preferred Stock worth USD1r180 mil. **Redemption** dates for Series I, Series II and Series III will be 15 January 1991, 22...

12/3,K/104 (Item 78 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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03266324  
TRADING SUSPENDED IN TWO REGIONAL PHONE FIRMS  
DENMARK - TRADING SUSPENDED IN TWO REGIONAL PHONE FIRMS  
International Herald Tribune (IHT) 2 February 1990 p13

... telephone firms were caught up in a dispute over the right by the govt to **redeem** stock at prices below the **market**. **Share** prices in the two regional firms rose sharply in the week ending 26th January due to speculation that the **redemption** right by the govt may be removed.

12/3,K/105 (Item 79 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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02958349  
CAR SALES SLUMP  
SWEDEN - CAR SALES SLUMP  
Dagens Industri (DI) 3 October 1989 p4  
Language: Swedish

...of cars sold was 231k, vs 257k sales for the same period in 1988. The **redeeming** factor however is that sales of Volvo and Saab (both Sweden) have stayed fairly buoyant, with Volvo's **market share** rising to 25% from 20% during September 1989. Over the year though, Volvo's sales...

12/3,K/106 (Item 80 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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02898092  
FUND MANAGEMENT SECTOR SHOWS SIGNS OF RECOVERY  
ITALY - FUND MANAGEMENT SECTOR SHOWS SIGNS OF RECOVERY  
Panorama (PAA) 20 August 1989 p128-131  
ISSN: 0031-0859

The Italian fund management sector is showing signs of recovery with July

Search Report from Ginger R. DeMille

1988 **redemptions** falling from L1.61 tril to L1.1 tril. New investments reached L1 tril and...

...Amongst the top ten in the sector only Fininvest, Sprind and Gesticredit have increased their **market share** or raised their capital. Article also discusses desired changes in regulations related to the industry...

12/3,K/107 (Item 81 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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02802202

CLARKE, NICKOLLS REPORTS INCREASE IN INTERIM PROFIT  
UK - CLARKE, NICKOLLS REPORTS INCREASE IN INTERIM PROFIT  
Daily Telegraph (DT) 20 July 1989 p27

...from its shareholders to increase its borrowing base by issuing up to 10 mil GBP1 **redeemable** preference **shares** when **market** conditions are appropriate. The company has also increased its investment portfolio and gross rental income...

12/3,K/108 (Item 82 from file: 583)  
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02482157

CHH TO RAISE MONEY ON EUROPEAN CAPITAL MARKETS  
NEW ZEALAND - CHH TO RAISE MONEY ON EUROPEAN CAPITAL MARKETS  
Financial Times (C) 1991 (FT) 10 February 1989 p28

... issued in the Swiss market, worth NZDlr100 mil. The current Swiss securities are to be **redeemed** and reissued at a conversion rate linked with the current **market** value of **shares** in Carter Holt. In a second stage, the company will issue convertible securities worth NZDlr200...

12/3,K/109 (Item 83 from file: 583)  
DIALOG(R)File 583:Gale Group Globalbase(TM)  
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02106367

WARNER LAMBERT LAUNCHES NEW COLD RELIEVER  
US - WARNER LAMBERT LAUNCHES NEW COLD RELIEVER  
Advertising Age (AAE) 29 August 1988 p61  
ISSN: 0001-8899

... USDlr1.3 bil cough and cold remedy market. Benadryl allergy relief medicine has a 40% **share** of that USDlr125 mil **market**. It was originally a prescription-only product. The Benadryl brand name has a strong consumer ...

... hoping to extend it. Benadryl Plus will be backed with introductory TV ads and a **coupon** promotion. Sudler and Hennessey (New York) handles. Benadryl had a USDlr16 mil advertising budget in...

12/3,K/110 (Item 84 from file: 583)  
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01894027

BTM MODIFY MARKETING PRACTISE AFTER TPC RULING

AUSTRALIA - BTM MODIFY MARKETING PRACTISE AFTER TPC RULING

Metal Bulletin (MB) 16 May 1988 p27

ISSN: 0026-0533

... a complaint by Palmer Tube Mills, BTM's distribution practices are 'anti-competitive and without **redeeming** public benefit.' The company sells its products via Tubemakers' merchandising outlets throughout Australia and also via independent distributors. Although BTM controls a 70% **share** of the domestic **market** for thin-walled small-diameter steel pipe and tube, the next largest share going to...

12/3,K/111 (Item 85 from file: 583)

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01764130

CUSSENS REVAMPS HOUSEHOLD AND CARPET CLEANER

UK - CUSSENS REVAMPS HOUSEHOLD AND CARPET CLEANER

Grocer (GR) 19 March 1988 p41

ISSN: 0017-4351

... To promote the new look the 300ml packs will carry a money off next purchase **coupon** for 1001 Spring Carpet Freshener. The product range has a 52% **share** of the GBp8m carpet cleaner **market** .\*

12/3,K/112 (Item 86 from file: 583)

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01636580

REVIEW OF ACTIVITIES AT KO-PACK

UK - REVIEW OF ACTIVITIES AT KO-PACK

Packaging Today (PGT) 0 January 1988 p26

ISSN: 0268-0920

A 2-page article looks at Ko-Pack Corporation. The company holds a large **share** of the worldwide **market** for rotary letterpress machines. There are more than 300 installations worldwide, of which the UK...

... new technology used by the company. Recent launches include the FormLabel press and the Piggyback **coupon** label press.

12/3,K/113 (Item 87 from file: 583)

DIALOG(R)File 583:Gale Group Globalbase(TM)

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00608260

KIMBERLY-CLARK INCREASES PRODUCTION OF ULTRA TRIM HUGGIES

US - KIMBERLY-CLARK INCREASES PRODUCTION OF ULTRA TRIM HUGGIES

Advertising Age (AAE) 13 October 1986 p77

ISSN: 0001-8899

... regular Huggies diapers. This promotion features scratch-off game cards

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and one prize is a **coupon** for free diapers or \$20 in cash instantly. P&G is concentrating on promoting its...

...superabsorbent diapers and the company continues to be the market leader with a total 55% **market share**. Pampers has a 40% **share**, with 15% of that share held by Ultra Pampers, a thin, superabsorbent diaper.

12/3,K/114 (Item 88 from file: 583)  
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00480298  
BATCHELORS REVEALS #6m PLAN FOR SOUP  
UK - BATCHELORS REVEALS #6m PLAN FOR SOUP  
Super Marketing (SMG) 22 August 1986 p8  
ISSN: 0039-5811

Batchelors is to spend #6m to improve its current claimed 20% **share** of the total #250m soup **market**. New varieties are to be added to the Batchelors' Cream of Soups range and the...

...Special is to be relaunched by a #2.5m TV ad campaign, a 10p-off **coupon** drop and a #700k on-pack promotion.  
?